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# Commercial Intelligence Journal

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Summary of the Trade of Canada for November, 1923  
The Market in Germany for Packing House Products  
Australian Restrictions on Imports of Calcium Carbide  
North African Market for Kitchenware and Utensils  
Apple Market Conditions in Dominion of New Zealand  
Market for Machinery in the Netherlands East Indies  
Import Needs of Haitian and Dominican Republics  
Trade Inquiries for Cereals and Footstuffs (various);  
Graphite; Timber; Box Shooks; Leather; Chemicals;  
Hosiery; Agricultural Machinery; Leaf Tobacco; Etc.



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DEPARTMENT OF TRADE AND COMMERCE  
OTTAWA, CANADA

MINISTER  
HON. THOS. A. LOW

DEPUTY MINISTER  
F. C. T. O'HARA

COMMERCIAL INTELLIGENCE SERVICE  
H. R. POUSSETTE, Director

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Ottawa

January 5, 1924

No. 1040

## EXTENSION COURSES IN EXPORT TRADE

The syllabus for the Extension Course in Export Trade, which is to be held afternoons and evenings at the University of Toronto from January 21 to February 1, 1924, has now been completed and copies may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

A course will also be conducted at l'Ecole des Hautes Etudes Commerciales, Montreal, beginning on February 11.

## "THE MARKET OF BRITISH MALAYA": NEW PUBLICATION

A supplement to the *Commercial Intelligence Journal* under the above title, by Mr. P. W. Ward, late Canadian Trade Commissioner in Singapore, has now been published and is available for distribution. Certain parts of this report, including those entitled Methods of Purchase by Tender and Indent in British Malaya; Rubber Estate and Mining Demands; and details on market requirements, have already been published serially in the *Commercial Intelligence Journal* and are now reprinted. A number of chapters have been added which include sections on the Economic Outlook; Territory and Peoples; Finance and Statistics of Trade; Malayan Industries and Exports; Factors in Developing British Malayan Trade; and Transportation and Banking: these are now first published. This pamphlet extends to 112 pages, has a map in outline of British Malaya, and is fully indexed.

The price of this pamphlet is 25 cents, but it should be noted that a copy will be sent free *on request* to any subscriber to the *Commercial Intelligence Journal*. As the edition is limited, very early application for copies should be made to the Director, Commercial Intelligence Service, Ottawa.

## PRESENTATION OF CERTIFICATES OF ORIGIN IN SPAIN

It has been brought to the notice of the Board of Trade that considerable trouble and delay is caused in the importation of goods into Spain, owing to the fact that the certificate of origin, which must accompany certain goods in order that such goods may be admitted at the lower (i.e., Second Column or Treaty) rates of duty of the Spanish Customs Tariff, is not properly made out.

## AUSTRALIAN RESTRICTIONS ON IMPORTATION OF CALCIUM CARBIDE

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, November 26, 1923.—In order to revive the languishing calcium carbide industry in Australia, which has been unable for some time to meet competition from overseas sources, the Minister for Trade and Customs has announced that from November 19, 1923, dumping duty will be applied as follows:—

(a) Carbide of calcium originated in or exported from any country on which the sea freight charges are less than £5 per ton, provided that dumping duty shall not be charged if the c.i.f. price is £17 17s. 8d. per ton or over.

(b) Carbide of calcium originated in or exported from any country, the f.o.b. value of which is less than £13 9s. 2d. per ton.

A recent report from this office indicated that the carbide plant at Hobart was indebted to the State Government of Tasmania for, approximately, £100,000, and that a receiver had been appointed to look after the interests of the state, while the industry was being continued. Hitherto the monthly production has been about 400 tons, but with the further assistance of the Commonwealth, under the Industries Preservation Act, the management announces that the works will be extended to about double the present output.

Dealers in carbide who have been interviewed, in regard to this additional protection to domestic production, express the view that fixing a price below which the commodity shall not be permitted to land in Australia, combined with the existing customs duties, must tend to reduce importations from Canada and Scandinavia, and necessarily will increase the cost to users.

Carbide is dutiable at £7 10s. per ton under the general tariff, although the preferential duty of £4 per ton on British is negligible as no carbide is imported from the United Kingdom.

## SUMMARY OF THE TRADE OF CANADA FOR NOVEMBER, 1923

The summary of the trade of Canada for November, 1923, shows that as represented in dollars imports for consumption were valued at \$72,084,304 in November, 1923, as against \$76,264,250 in November, 1922, and \$64,271,434 in November, 1921. The imports from the United Kingdom in November, 1923, were valued at \$13,582,603 as against \$13,838,706 in November, 1922, and \$9,600,854 in November, 1921. The imports from the United States in November, 1923, were valued at \$46,831,851 as against \$52,493,653 in November, 1922, and \$44,692,438 in November, 1921. The total imports for the twelve months ending November, 1923, were valued at \$908,279,332 as against \$752,254,587 for the corresponding period in 1921-22 and \$825,310,470 for the twelve months ending November, 1921.

The value of the exports of Canadian products for the month of November, 1923, was \$138,087,873 as against \$130,796,673 in November, 1922, and \$86,533,862 in November, 1921. The exports to the United Kingdom were valued at \$61,698,284 in November, 1923, as compared with \$72,278,546 in November, 1922, and \$37,640,148 in November, 1921. The exports to the United States were valued at \$44,745,676 in November, 1923, as against \$36,143,853 in November, 1922, and \$30,854,939 in the corresponding month of 1921. The value of the total exports of Canadian produce during the twelve months ending November, 1923, was \$1,001,727,269 as against \$859,793,321 for the corresponding period of 1921-22 and \$865,679,982 for the twelve months ending November, 1921.

The month's returns show a favourable balance of trade of \$93,447,937, the returns for the twelve months' period show a favourable balance of \$66,003,569.



## SUMMARY OF THE TRADE OF CANADA: MONTH, EIGHT MONTHS AND TWELVE MONTHS ENDING NOVEMBER, 1923

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of November, 1923				Eight Months ending November, 1923				Twelve Months ending November, 1923			
	Total Imports	From Kingdom	From United States		Total Imports	From Kingdom	From United States		Total Imports	From Kingdom	From United States	
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>												
Agricultural and Vegetable Products.....	15,067,037	2,704,402	6,017,291	126,813,464	18,152,554	52,704,248	181,732,985	26,597,121	79,575,573			
Animal Products.....	3,889,094	390,144	2,385,827	28,936,653	2,838,386	20,341,048	47,127,567	4,070,289	33,501,937			
Fibres and Textile Products.....	14,224,199	5,380,637	7,057,626	111,889,102	47,890,614	47,010,882	179,589,889	74,884,404	78,925,876			
Wood, Wood Products and Paper.....	3,392,326	341,187	2,868,392	27,966,060	2,272,305	24,500,757	40,060,977	3,005,259	35,489,804			
Iron and its Products.....	12,149,969	2,068,814	9,773,408	124,322,994	13,815,101	108,230,233	172,546,678	17,615,399	151,822,370			
Non-Ferrous Metal Products.....	3,462,233	356,419	2,774,506	28,975,336	3,016,805	23,793,415	42,177,653	4,306,669	34,932,499			
Non-Metallic Mineral Products.....	13,115,182	911,581	11,436,586	111,124,184	8,141,002	95,544,527	169,491,371	12,100,274	146,797,260			
Chemicals and Allied Products.....	1,497,137	514,606	1,497,137	17,925,710	3,050,056	12,624,974	26,360,587	4,005,037	18,338,049			
All other Commodities.....	2,385,736	824,818	3,010,778	34,801,772	6,155,839	24,437,756	49,191,625	8,309,855	35,321,552			
Total Imports, 1923.....	72,084,304	13,582,608	46,831,851	612,755,275	105,272,692	409,277,820	908,279,332	154,854,307	615,205,580			
1922.....	76,264,250	13,838,706	52,493,653	507,055,187	91,748,528	335,061,978	752,254,587	135,933,912	501,445,464			
1921.....	64,271,434	9,600,854	44,692,438	502,604,832	72,949,959	349,574,710	825,310,470	123,802,707	579,246,377			
<i>Exports (Canadian Produce)</i>												
Agricultural and Vegetable Products.....	83,742,814	50,605,947	13,407,130	278,061,447	158,914,928	34,455,756	406,765,050	242,636,245	46,604,680			
Animal Products.....	14,507,315	7,231,657	5,052,815	98,155,370	49,795,914	36,916,746	136,347,392	65,423,146	54,200,682			
Fibres and Textile Products.....	632,666	178,012	338,843	5,483,497	980,368	156,214,910	7,849,053	1,224,958	4,079,089			
Wood, Wood Products and Paper.....	23,436,941	1,560,727	19,492,484	187,749,725	16,930,326	6,416,178	266,970,943	20,452,412	226,375,802			
Iron and its Products.....	5,661,741	790,727	4,386,041	43,460,514	6,416,178	24,987,010	66,573,394	12,210,507	10,638,464			
Non-Ferrous Metal Products.....	4,653,828	649,368	2,842,032	37,710,459	5,328,281	24,987,010	55,547,493	7,015,020	37,793,883			
Non-Metallic Mineral Products.....	2,338,146	86,813	1,390,125	19,209,481	711,305	12,849,938	29,648,967	1,024,152	21,186,217			
Chemicals and Allied Products.....	1,396,018	237,007	652,791	9,994,012	2,232,389	4,577,269	15,530,780	3,067,200	7,613,610			
All other Commodities.....	1,668,404	348,906	1,130,515	12,156,637	2,245,877	8,694,286	16,494,187	3,484,858	11,401,500			
Total Exports, 1923.....	138,087,873	61,698,284	44,745,676	691,981,142	243,505,566	287,770,193	1,001,727,269	356,538,498	419,893,920			
1922.....	130,796,673	72,278,546	36,143,853	621,705,316	266,034,513	236,956,491	859,793,321	361,009,140	332,326,132			
1921.....	86,533,862	37,640,148	30,854,939	502,152,675	204,387,048	197,219,002	865,679,982	305,317,708	357,698,167			
<i>Exports (Foreign Produce)</i>												
Totals, 1923.....	917,950	191,843	633,616	9,354,617	771,135	7,578,521	13,714,148	1,093,084	10,886,610			
1922.....	1,029,209	104,465	823,008	9,484,863	799,132	7,959,414	13,532,923	529,132	11,886,273			
1921.....	1,106,155	88,896	955,790	9,638,969	645,037	8,288,675	14,778,566	1,049,646	12,513,955			

## GERMAN MARKET FOR PACKING HOUSE PRODUCTS

TRADE COMMISSIONER L. D. WILGRESS.

Hamburg, November 24, 1923.—The trade with Germany, which has been the most active during recent months, has been that in packing-house products. The great need of the German public for fats and meat results in these articles being imported irrespective of the general financial position of the country. Germany is the most important market on the Continent of Europe for all kinds of packing-house products and a large business has been done since the war, the chief sources of supply being the Argentine and the United States, although Canada, Brazil, Australia and New Zealand have also shipped considerable quantities to this market. As an indication of the extent of the trade, it may be mentioned that one of the leading German firms last year imported 30,000 tons of frozen meat in addition to large quantities of salted meat, bacon, corned beef, lard, oleo stock, oleo oil, pickled and frozen offals, edible and technical tallows.

### OUTLINE OF THE TRADE

Canadian packers have been shipping to Germany chiefly those products for which there is not a large outlet in the British market. Germany imports considerable quantities of frozen meat, but in other respects the packing-house trade with this market differs from that with Great Britain. Thus there is a much larger consumption in Germany of lard and other fats. In the bacon trade this market takes chiefly fat backs, there being little demand for lean bacon. The German market is a good outlet for such by-products as livers, kidneys, tripe, hog heads, offals and sausage meat. In the casings trade the demand is chiefly for beef casings rather than for the hog casings, which are sold to Great Britain. The packing-house business with this country is therefore mostly comprised of the importation of frozen beef and beef products from South America, and of lard, fat backs, frozen pork, and other hog products from the United States.

For Canada the German market has proved an excellent outlet for those by-products of the bacon industry which cannot be disposed of in large quantities to Great Britain. Since the war Canada has consequently exported to Germany chiefly such hog products as fat backs, clear bellies, lard, hog heads, pigs' livers, offals and casings, as well as oleo oil and tripe. Some business has also been done in dry salted and frozen pork. The few direct steamers from Canada with refrigerator space have been an obstacle to the development of the trade in Canadian frozen meat, while in frozen beef it has been difficult for Canadian packers to compete with South America.

### MEAT CONSUMPTION IN GERMANY

The consumption of meat in Germany has been declining as a result of the general lowering of the standard of living. It was stated by one of the firms in the trade that above 25 per cent of the population have to dispense with meat altogether, while about 50 per cent consume meat only once or twice a week, so that about a quarter of the population eat meat more or less regularly. So great, however, is the instinct of the German people for fats that in one way or another they contrive to consume the requisite quantity. Thus it is stated that many of the working classes put lard into soup and obtain the fat in this way. It is estimated that the average consumption of meat in Germany before the war was 118 pounds 9 ounces a year per head of the population. During the year 1921 the consumption had fallen to 61 pounds 10 ounces per person,



while last year still less meat was consumed, the estimate being 53 pounds 7 ounces per head of population. It is probable that this year the consumption of meat has further declined owing to the more difficult financial position of the country.

#### IMPORTATIONS

In spite of the falling off in meat consumption, there has been no decrease in the importations of meat into Germany. The total imports of meat during the first nine months of this year are given at 76,610 metric tons, which represents an increase of nearly 35 per cent over the same period of 1922. The increased imports this year have been due to the desire to accumulate stocks of essential foodstuffs owing to fear of shortage and to the decrease in the available supplies of domestic meat, which has been principally caused by the reluctance of farmers to part with their live-stock for constantly depreciating paper money. The decrease in the supply of local meat is illustrated by the following table taken from the *Wirtschaft und Statistik* and comparing the number of live cattle brought to the leading German markets during October this year and the same month of 1922:—

	Oxen	Calves	Hogs	Sheep
October, 1922 .. .. .	173,207	65,671	173 399	124,355
October, 1923 .. .. .	85,052	38,912	90,671	68,988

The financing of the large importations of meats and fats has been facilitated by the practice which has arisen in Germany for large employers to pay their workmen partly in kind. The manufacturers and other employers of labour are therefore among the largest purchasers of fats and meats, and as they generally have control over large reserves of foreign currency through the realization of exports abroad, the business in these products has been less affected by the difficult financial conditions than most trades. It has become evident that Germany will continue to find the means with which to purchase fats and meats from abroad, even when the use of most other imported articles has to be dispensed with.

The following table shows the imports of various packing-house products into Germany during the nine months January to September of this year as compared with the imports during the same period of 1922:—

#### *Imports into Germany*

	Jan.-Sept., 1922 Metric Tons	Jan.-Sept., 1923 Metric Tons
Beef and veal, fresh, chilled and frozen, together with chilled and frozen edible beef intestines .. .. .	25,413	31,302
Beef and veal, simply prepared .. .. .	2,243	1,335
Pork, fresh, chilled and frozen edible hog intestines .. .. .	5,360	4,219
Pork, simply prepared including hearts and lungs of pigs, not frozen .. .. .	8,416	11,100
Hams, pickled and smoked .. .. .	551	87
Lamb and mutton, fresh, chilled, frozen or simply prepared .. .. .	1,260	898
Bacon, fresh, frozen or simply prepared .. .. .	19,697	27,540
Lard (hog) .. .. .	56,316	89,608
Oleomargarine .. .. .	10,921	5,437
Oleo stock (Premier Jus) .. .. .	5,328	7,768
Tallow .. .. .	22,355	24,960
Bone fat .. .. .	5,948	1,744
Other animal fat .. .. .	405	327
Horns .. .. .	3,248	2,188
Bones .. .. .	2,622	2,273
Casings .. .. .	18,730	12,636

#### PRESENT DEMAND ACTIVE

The imports of meat and edible fats have been particularly large during the last three months. The demand for corned beef has been so great as to exceed available supplies, and this article has become the subject of considerable speculation. The demand for corned beef is explained by the general desire

of the public to accumulate stocks of cheap preserved meat. Similarly the German demand for lard has served to maintain prices at the present high level (\$33 to \$37 per 100 kilogrammes or 220 pounds). The high prices charged for domestic meat have stimulated the trade in frozen meat, bacon, salted pork, boneless hog heads, pigs' livers, etc. Owing to the packers concentrating on the production of lard and the consequent relatively cheap prices for clear bellies, these have been imported into Germany in larger quantities than fat backs, which is the usual form of bacon preferred in this market. Practically the only branch of the packing-house trade which has not been active in recent months has been the sale of casings, offals, dry salted meat and other products for the sausage-making industry, sausage meat being at present too dear for large consumption in Germany.

It is probable that the present large imports of packing-house products cannot be long maintained. With declining exports it is becoming increasingly difficult to obtain the foreign currency with which to purchase foodstuffs from abroad. The introduction of stable value currency is already resulting in increased supplies of domestic meat appearing on the market. On the other hand, since the farmers have for the most part accumulated sufficient supplies of winter feed, it is not likely that this factor will have any material effect on the meat situation until the spring. Nevertheless total imports during the past few months have probably exceeded exports in value so that Germany may be said to have overbought. In many lines of packing-house products large stocks have been accumulated. It may therefore be expected that there will be a further decline in the quantity of meat consumed in Germany and that imports during the next year, although still considerable, will be on a more restricted scale than at present.

#### INFLUENCE OF EXCHANGE FLUCTUATIONS

The trade in packing-house products with Germany during the past two years has been greatly influenced by the fluctuations in the rate of exchange. This has chiefly affected the demand by bringing about great discrepancies between the prices of domestic and imported meat. Thus the situation during the past year has been such that when the rate of exchange took a sudden drop the prices of imported meat became too high, but after the rate had remained fairly stable for any length of time the prices of local meat tended to become considerably higher, and there was an active demand for all kinds of cheap imported meat. During the past month the position has become complicated by the endeavour of the Government to control the rate of exchange, by the introduction of stable value currency and by the refusal of farmers to sell their products so long as they received payment in paper marks. These factors acted together to raise the domestic prices of meat to fantastic figures, fresh beef being quoted retail at as high as \$1.50 a pound. An exceptional demand therefore arose for imported meat. This situation is now passing, and with the increasing use of stable value currency and Government efforts to stop further inflation, the prices of domestic meat have begun to fall and larger supplies are appearing on the market.

This dependence of the trade in packing-house products on the fluctuations of the exchange and on the currency policy of the Government renders the business a highly speculative one, especially as the trade is mostly done on a consignment basis. It is the uncertainty regarding German market conditions that has led Canadian packers to be cautious in connection with sending consignments to Hamburg. It should be remembered, however, that the German public must have fats and meat and are prepared to pay their last cent to obtain these articles, while as pointed out above the largest buyers of packing-house products are those who usually have large reserves of foreign currency and are thereby independent of exchange fluctuations.



## SOURCES OF SUPPLY

The classification of packing-house products in the German official trade returns is not very detailed, but the following particulars with reference to the imports during the first nine months of this year together with countries of origin will give Canadian packers an indication of the present sources of supply for the packing-house products imported into Germany:—

*Beef and Veal.*—The imports into Germany of chilled and frozen beef and veal during the first nine months of this year amounted to 28,274 metric tons, of which 16,503 tons came from the Argentine, 3,146 tons from Brazil, 3,403 tons from the United States, 2,888 tons from Great Britain, 1,119 tons from Australia, and 502 tons from New Zealand. During the same period Germany imported 1,335 metric tons of beef and veal simply prepared, of which the United States were the chief source of supply with 531 tons, the Argentine next with 269 tons, and Denmark third with 219 tons. Under this head would be included salted beef imported for the requirements of fishing vessels and sailing ships. Of fresh beef and veal the imports during this period amounted to 650 metric tons, Denmark supplying 278 tons; Great Britain, 179 tons; and Holland, 157 tons. The imports of chilled and frozen edible beef intestines, liver, tripe, etc., during the first nine months of this year amounted to 2,378 metric tons, of which the United States supplied 978 tons; the Argentine, 796 tons; and Holland, 297 tons. Tripe is consumed in Germany in a variety of forms and is used by the sausage makers to give the appearance of fat in the sausage.

The total imports into Germany of beef and veal of all kinds and edible beef intestines therefore amounted during January to September, 1923, to 32,637 metric tons, which represents an increase of 4,982 tons over the same period last year.

*Pork.*—The imports into Germany for the first nine months of this year of pork simply prepared, including unfrozen hearts and lungs, came to 11,100 metric tons, as compared with 8,416 tons for the same period last year. Denmark and the United States were the chief sources of supply with 5,474 and 4,683 tons respectively. Sweden and Holland came next with 655 tons and 122 tons respectively, and Canada was fifth with 65 tons. This item includes salted pork. Germany also imported during the first nine months of this year 1,305 metric tons of chilled and frozen pork, of which the United States supplied 905 tons; 625 metric tons of fresh pork, of which Denmark was the chief source of supply with 246 tons; while the imports of chilled and frozen edible hog intestines amounted to 2,290 metric tons, of which 2,068 tons came from the United States and 222 tons from other countries, including Canada. An important article under this head would be frozen pigs' livers.

*Bacon and Ham.*—There has been a great increase in the imports into Germany of fresh and simply prepared bacon, including bacon treated with paprika spice, the figure for the first nine months of this year being 26,311 metric tons as compared with 19,697 tons for the same period last year. Of the former quantity the United States supplied 25,006 tons; Holland, 1,032 tons; and other countries, 279 tons. Chilled and frozen bacon was also imported in this period to the extent of 1,229 tons, of which the United States supplied 1,130 tons. Bacon is chiefly imported into Germany dry salted. The imports of smoked and pickled ham during the first nine months of this year amounted to only 87 metric tons as compared with 551 tons during the same period last year. The United States supplied 56 tons of the former quantity.

*Mutton.*—During the first nine months of this year Germany imported 898 metric tons of mutton as compared with 1,260 tons for the same period last year. Of the former quantity, 779 tons consisted of chilled and frozen mutton and 191 tons of fresh and simply prepared mutton. The Argentine supplied 480 tons of chilled and frozen mutton and 58 tons of other mutton, while Great Britain supplied 87 tons of chilled and frozen mutton and 31 tons of fresh and simply prepared mutton. From the United States 102 tons of chilled and frozen mutton was imported.

*Lard.*—The imports of hog lard into Germany during the first nine months of this year amounted to 89,608 metric tons, an increase over the previous year of 33,292 tons. The United States was the chief source of supply with 78,687 tons, then comes Holland with 5,619 tons and Denmark with 4,510 tons. The imports from Holland would include so-called Dutch lard made from American inedible grease, a process for refining which has been evolved in Holland. Germany imports refined pure lard, prime steam lard, choice neutral lard, imitation neutral lard, and compound lard in large quantities, but the bulk of the business is in pure lard, although the relative sales of neutral lard have recently been increasing. The leading American brands are well established in the market and enjoy a ready sale.

*Oleomargarine.*—There has been a falling off in the imports of oleomargarine into Germany, the figure for the first nine months of this year being 5,437 metric tons as compared with 10,921 tons last year. Of the former quantity the United States supplied 4,355 tons; Holland, 688 tons; and the Argentine, 286 tons.

*Oleo Stock or Premier Jus.*—On the other hand, the imports of oleo stock have increased from 5,328 metric tons during the first nine months of last year to 7,678 tons this year. The trade returns show that the Argentine supplied 3,702 tons of the latter quantity; the United States, 1,554 tons; and Holland, 1,454 tons.

*Tallow.*—The imports of beef and mutton tallow, including pressed tallow, during the first nine months of 1923 were 24,960 metric tons as against 22,355 tons in 1922. The Argentine supplied 11,124 tons; the United States, 3,918 tons; Holland, 3,015 tons; Great Britain, 2,247 tons; Australia, 1,352 tons; and Denmark, 1,204 tons. In addition Germany imported during this period 1,744 metric tons of bone fat and 327 tons of other animal fats.

*Casings.*—Less sausage casings have been imported by Germany this year than last, the figures for the first nine months of 1923 and 1922 being 12,636 and 18,730 metric tons respectively. This year the chief sources of supply have been Denmark (4,064 tons), the United States (1,970 tons), the Argentine (1,494 tons), Holland (872 tons), Sweden (835 tons), and Great Britain (733 tons). Canada is shown eighteenth on the list as having supplied 55,700 kilogrammes (122,540 pounds).

The principal demand in Germany is for beef middles, 19 metres (62 feet 4 inches), 110 sets to the tierce, and fetching at present from 60 to 63 cents per set; round casings, 30 metres (98.4 feet), 180 to 200 set to tierce, the present price for which is around 20 cents per set; narrow fatends; wide hog bungs; and narrows, 30 metres (98.4 feet), 200 to 210 sets to tierce, and fetching at present 16 to 17 cents per set.

*Bones.*—At the beginning of the year there was an active demand for bones in Germany, but this has now somewhat slackened. The total imports during the first nine months of this year were 2,273 metric tons, the Argentine supplying 1,028 tons and Great Britain 801 tons. During the same period last year 2,622 tons were imported. The demand is chiefly for flat and round shank bones, bleached and free of yellow spots, for use by the manufacturers of tooth brushes, buttons, etc. Other bones such as thighs, blades, cannons are also sold, but are not in such demand as shank bones. It is stated that Canada cannot profitably compete with South America in this line, although some shipments of Canadian bones are reported to have been received through English brokers. In addition to bones, Germany also imported during the first nine months of this year 2,188 metric tons of horns, antlers, etc., as compared with 3,248 tons for the same period last year. Brazil, India, Great Britain, the Argentine, and Austria were the chief sources of supply.

#### PACKING

Frozen beef is usually imported in quarters, but veal may only be imported in whole carcasses. Frozen mutton is principally imported in halves. It is strongly recommended that frozen pork should only be shipped to Germany in half carcasses, since if whole carcasses are imported the spinal column must be split and the head divided on arrival for purposes of inspection. Salted meat is usually imported in barrels, although salted pork in halves, with head and feet off, is sometimes imported in cases. Salted bacon is imported in cases and the usual weights for dry salted fat backs are 8/10, 10/12, 12/14. Boneless hog heads, which is a developing trade from Canada, are packed in tierces of 140 kilogrammes (308 pounds) net. Pickled pork, pickled offals, salted pig livers, salted beef offals, and waste pork are imported in tierces of 170 kilogrammes (374 pounds). Sweet pickled pigs' livers and pickled beef tripe are packed in barrels, while frozen pig livers are packed carefully in layers in cases.

Lard is imported in Germany in cases, tierces, firkins and tubs. Pure lard, however, is mostly imported in cases of 25 kilogrammes (55 pounds), containing two equal blocks of lard wrapped in parchment paper and with a strand of wire around the outside of the case. Neutral lard on the other hand chiefly arrives in tierces of 170 kilogrammes (374 pounds).

Corned beef is mostly imported in cases containing forty-eight 1-pound tins, twenty-four 2-pound tins or twelve 6-pound tins. Sausage casings are shipped to Germany in tierces, bladders and guts in tierces and cases. Oleo stock and oleo oil are imported in tierces of 170 kilogrammes (374 pounds).

#### REPRESENTATION

A large part of the business with Germany in packing-house products is done on a consignment basis. The appointment of suitable agents is therefore the most important consideration for a Canadian firm of packers desirous



of doing business with this market. The agents must be a good firm, who are well established in the trade and in whom the Canadian exporter can have absolute confidence, since the judgment of the agent must frequently be followed in regard to the sending over of consignments and the disposal of stocks. The usual agent's commission is 2 per cent.

Canadian firms who do not wish to send consignments to Germany can do business by selling for shipment through agents, who are kept regularly informed as to quotations by cable. Quotations should be c.i.f. Hamburg per 100 kilogrammes (220 pounds) and should include the agent's commission. Terms are usually cash against documents, Hamburg. On a good market such as at present a considerable amount of business in the staple packing-house products and in established brands of lard and corned beef is being done for shipment or afloat, but on a quiet market most of the selling is from stocks consigned to Hamburg.

Some of the large American and British packing-house firms have their own organizations throughout Germany and compete with the regular importers. Before the war the firms dealing in coffee, spices and other food products imported also lard and other packing-house lines, but are now no longer able to do so for financial reasons, so that the trade has become more specialized in the hands of importers who confine themselves chiefly to the packing-house trade. They sell to wholesalers and large consumers such as manufacturers throughout Germany. Canadian packers should seek to restrict their dealings to such firms as there has sprung up a large amount of speculation in these articles. Hence the importance of having a reliable agent who will choose his buyers with due care. Otherwise it may be found that documents will not be taken up on arrival of the goods, if the market goes against firms who have bought more with a view to speculation than legitimate trade.

Whether Canadian firms wish to do business with Germany in packing-house products on a consignment basis or sale for shipment, the appointment of thoroughly reliable and well-established agents is the first essential, and in this respect the Canadian Trade Commissioner at Hamburg would be able to render assistance by suggesting suitable firms.

#### IMPORT REGULATIONS

The regulations governing the importation of meat into Germany are similar to those in force in other countries. There are veterinary restrictions against the import of meat from countries where the prevalence of cattle disease is suspected. At the present time the import of all kinds of meat from Russia, Lithuania, Latvia, Esthonia, Poland, Jugoslavia, Albania, Greece, Bulgaria, Roumania and Turkey is either prohibited or permitted only under special license. The same applies to beef and veal from Memel and the Free State of Danzig.

*Prohibited Imports*.—The importation into Germany of the following products from all countries is also prohibited:—

1. Small sausages and other small mixed meats.
2. Slaughter-house offals such as the rind, feet, ears, lips, snouts, sinews, oxen heads, skirts, udders, tails, and blood.
3. All meats treated with one of the following chemicals or any preparation containing one or more of the same: boracic acid and its salts; formaldehyde and such preparations which upon being treated give off formaldehyde; alkali and earthly alkali-hydroxide and carbonate; sulphurous acids and their salts; hydrofluoric acid and its salts; salicylic acid and its compounds; chloric acid; nitric acid salts; dyes of all kinds, except the use of yellow dye for margarine, so far this practice is in accordance with the general regulations governing the manufacture and sale of food products in Germany.

*Articles subject to Government Inspection*.—The following packing-house products may be imported into Germany, but are subject to the same regula-

tions as apply to the sale of domestic meat; that is, they may be inspected on arrival and passed by the official inspectors:—

*I. Fresh and frozen meat and fats, and also fresh and frozen parts.*

1. Fresh and frozen meat:—
  - (a) of oxen in whole, half or quarter carcasses;
  - (b) of calves only in whole carcasses;
  - (c) of pigs only in whole or half carcasses;
  - (d) of sheep only in whole or half carcasses;
  - (d) of goats only in whole carcasses, but not necessarily accompanied by the respective parts.
2. Frozen venison, but not necessarily accompanied by the heads and lower jaws of carcasses.
3. Frozen bacon, but only in the usual overseas commercial trade forms, such as: fat backs, clear backs, clear bellies, clear middles, regular plates, clear plates, rib bellies.
4. Bacon treated with paprika spice.
5. Fresh fats without muscles, excepting fresh bacon.
6. Heads and internal organs of oxen, pigs, sheep, and goats in fresh (not frozen) condition
7. Frozen liver and kidneys of oxen, pigs and goats, frozen hearts of oxen and pigs, and frozen stomachs of oxen. The organs can only be imported entire and in such a manner that the contents of each separate package consists of only one kind of these organs. The packing must be so arranged that an inspection of each separate organ is possible.
8. Fresh (not frozen) reindeer liver and hearts.
9. Frozen and legless oxen hindquarters (boneless beef). The import of boneless beef in small pieces as in entire hindquarters is at present not permitted, but the subject is under consideration.)
10. Frozen oxen hindquarters; when same are of use in the manufacture of sausages the sale may only take place under official supervision and the markets in which the meat is sold must clearly show either by marking the goods or by exhibiting a suitable placard stating that the oxen hindquarters are of foreign origin with the recommendation that the meat should only be consumed in a cooked form.

More explicit export regulations under these conditions will be issued in due course by the Ministry of Food and Agriculture in conjunction with the various district authorities.

*II. Prepared Meat, Intestines and Fats.*

1. Prepared meat of oxen, calves, pigs, sheep and goats, also in pieces under 4 kilogrammes (8.8 pounds) when by the form of its acquirement and preparation all dangers for human health are excluded or when it can be established at the time of export that it is uninjurious to human health.
2. Pickled oxen and pigs' stomachs and lungs of oxen, pigs, sheep and goats.
3. Corned beef.
4. Pigs' lard (highest degree of water permissible 5 per cent). Lard in air-tight containers are also subject to the same inspection as other lard.
5. Margarine (as a recognized substitute for sesane oil potato-starch-meal can be used in at least two and at most three parts to 1,000 parts of prepared margarine). The import of margarine with less than 80 per cent fat and in an unsalted condition with more than 18 per cent of water, or in salted condition with more than 16 per cent water is prohibited.
6. Tallow, oleomargarine, premier jus and mixed fats.

CUSTOMS AND OTHER DUTIES

The Customs duties on meat, bacon and lard imported into Germany have been suspended owing to the great need for these commodities. Packing-house products may therefore now be imported into Germany duty free. The fees for the inspection of imported meat are still in force and are relatively high. These charges, however, do not concern the Canadian packer doing business with Germany, as they are borne by the buyers. The exporter sells c.i.f. Hamburg or, in the case of firms having their own offices in Hamburg, sometimes f.o.b. rail, Hamburg free harbour, exclusive of inspection fees, the meat being inspected after the sale.

The effect of the inspection fees and the high storage and handling charges at Hamburg has been to greatly increase the overhead costs on meat imported into Germany. This partly explains the reason for Argentine beef retailing at about 36 cents a pound, whereas the c.i.f. price is only around 9 cents a pound.



## AUSTRALIAN TRADE RETURNS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, November 26, 1923.—Recently issued figures of the oversea trade of Australia for the first three months—July to September—of the present fiscal year, show that goods to the value of £32,882,260 were imported as against £16,395,374 exported. The adverse trading balance was therefore £16,486,886. Compared with corresponding period of last year, imports were £128,765 higher and the exports £5,684,644 lower.

The principal items contributing to the increase in imports were manufactured tobacco by £629,111; chassis for motor cars by £980,030; undressed timber by £489,289; rubber manufactures by £201,801; pianos and parts by £123,175; pipes and tubes by £269,495; machinery (other than agricultural and electrical) by £470,063 and petroleum spirit by £233,272. A heavy decline of £3,202,749 occurred in the imports of dry goods, mainly in hosiery, trimmings, and cotton, silk, woollen and other piece goods.

Exports of wheat and flour increased by £1,155,693, but butter, frozen and preserved meats, hides, skins, tallow, and wool showed heavy decreases in comparison with the corresponding term of 1922.

## APPLE MARKET IN NEW ZEALAND

TRADE COMMISSIONER W. A. BEDDOE

Auckland, November 26, 1923.—New Zealand produces fairly large quantities of apples, but not sufficient to meet the demand. During the calendar year 1922, 878,673 pounds of apples were imported, 768,666 pounds coming from Canada (West Coast), 109,940 pounds from the United States (West Coast), and 67 pounds from Australia.

The customs duty on Canadian apples is 1d. per pound (under the British Preferential Tariff), while the duty on apples from countries not enjoying the privileges of British Preference is 1½d. per pound. There is a primage duty of 1 per cent ad valorem on all imports of apples.

There is no embargo on Canadian apples. The import is governed by Notice No. 1794, New Zealand Government, embodying the Regulations in regard to Importation of Fruit or Plants into New Zealand. Copies of this have been sent to the Department of Trade and Commerce, Ottawa, and a copy to the Fruit Commissioner, Department of Agriculture, Ottawa.

Apples are almost invariably sold in boxes. The varieties of Canadian apples sold in New Zealand are: Jonathan (medium size), Winesap, and smaller demands for Delicious, Newtown, Pippins, Grimes Golden and McIntosh Red. The medium sized apple is most popular.

Since the Canadian-Australasian Royal Mail Line began to operate between Vancouver and Auckland, the wholesale prices have ranged between 12s. 6d. and 25s. per case. Prior to the war the selling price was 14s. to 15s.; in 1918 it rose to 25s.; and last year's prices were from 15s. to 18s. Prices are considerably lower this year.

The shipments of Canadian apples are usually bought outright by local importers and then distributed to the retailers or sold by auction. This latter method is now quite in vogue.

The New Zealand apple crop commences to come on the market in January and picking is usually completed by the middle of June. This past year the crop has been very large and imported apples did not appear until late in October. Speaking generally it may be said that the Canadian apples are sold here from October to January.

The names of the importers of apples are on file at the Department of Trade and Commerce, Ottawa.

## SPAIN SHOWS INTEREST IN AGRICULTURAL MACHINERY

The Spanish Government has announced its intention of offering its support in the modernization of agricultural methods in Spain, says the *United States Commerce Reports*. The plan now is to appropriate 100,000,000 pesetas for agricultural development, part of this money to be used for the purchase of agricultural machinery, fertilizers, seeds, and any other materials necessary in modern intensified farming. In addition to this amount 20,000,000 pesetas that have hitherto been used in connection with expenditures on public granaries will now be turned over to this new fund. The conditions regarding the disposition of the appropriation will be decided upon within the next few months by the directorate.

## IMPORTS INTO BARBADOS IN 1922

TRADE COMMISSIONER E. H. S. FLOOD

### I

Barbados, December 3, 1923.—The imports into Barbados last year valued £2,483,922, and were lower than in any recent year except 1917. As compared with 1921 the decline amounted to £161,817. The imports from Canada, though less, maintained about the same percentage, whereas those from the United Kingdom and the United States dropped over 4 per cent and 2 per cent respectively. In foodstuffs the imports remained about the same, but were less both in raw materials and manufactured goods, the latter falling off £143,652, principally in goods from the United Kingdom. Canada showed an increase of over £60,000 in miscellaneous goods and raw materials.

### ITEMS IN THE IMPORTS SHOWING PRINCIPAL FLUCTUATIONS

As compared with 1921 the items in the imports showing an increase of over £10,000 were animals (living), boots and shoes, coal, cotton goods, oats, pork, common soap, and lumber, including staves and shooks, and those showing a decrease of over this amount were butter, dried fish, flour, machinery, cotton seed, and soap.

### NOTES ON SOME OF THE PRINCIPAL ARTICLES IMPORTED IN 1922

Some comment on the leading articles imported during the past year should be of interest to Canadian exporters, but before examining these various articles in detail it would be desirable to state that the value of the importation of foodstuffs was £1,025,836, of manufactured goods £983,410, and of raw materials and miscellaneous items £471,074.

*Flour*.—In the period 1918-21 the average quantity of flour imported was 104,699 bags. This fell off last year 33,314 bags, making a total import of only 71,385 bags—less in value than the four-year average by £69,582. Nearly all the principal brands of Canadian flour are known and have become popular in Barbados and the other West Indian islands, and the trade is largely in Canadian hands. So far as this island is concerned about four-fifths of all the flour imported is Canadian.

*Fish*.—In both quantity and value the figure of the import of dried fish was lower than for some years past. The average quantity, however, is rather above the pre-war average, and though there are fluctuations from year to year, the trade seems on the whole steady enough. The quantity which came from Canada was somewhat less, but only reflected the general decline, the average import from Canada being about the same as before the war.



The demand for pickled fish seems to have improved during the year, as the import—£10,575—was greater than in 1921. The increase was chiefly in fish from Newfoundland.

Of canned fish valued at £4,182, the import from Canada was over one-half.

*Butter and Cheese.*—The demand for both butter and oleo appears to be on the increase, as is disclosed by the import figures. Most of the oleo last year came from Holland, but previously the bulk of the import was from the United States.

Last year 289,274 pounds of butter were imported, which shows an increase over the previous year, and in fact over recent years. Of this the United States supplied 158,319 pounds; for some time about two-thirds of the total imports is from this source. The bulk of this butter, however, is of second grade, salt butter suitable for cooking purposes only. A large quantity of French butter of a better quality, generally referred to as Morlaix, is coming in through the United Kingdom and is credited to that country in the returns. The figure last year for this French butter was 83,678 pounds. Nearly all the creamery butter which comes into this market is Canadian, and amounted to 40,983 pounds. A small quantity of creamery butter also comes from the United States. It is to be noted that though the quantity of butter imported was greater than in 1921, the statistical value of the import was less.

Both the quantity and value of cheese imported last year were less than in any other year shown in the statistics. Canada supplied nearly the whole import. In the pre-war years—1912-13—the average Canadian quota was 55,665 pounds. In recent years this has considerably advanced, and was last year 80,905 pounds. It is necessary to note that in former years cheese was taken statistically in the Barbados returns at 20 cents per pound c.i.f., but is now taken at 36 cents per pound, which makes it necessary to give the quantity of the import instead of the value, which has become misleading.

*Condensed Milk.*—The demand for condensed milk is not as great in Barbados as in some of the other islands, as the supply of fresh milk at certain seasons of the year is quite sufficient for most purposes. The demand, however, is still important, averaging in value in the last two years £7,500 annually. The supply has been coming chiefly from the United States and Canada, but last year the import from the United Kingdom was greater than from either of these two countries, and is to be accounted for in the fact that nearly all the Danish, Holland, and Swiss milks were imported through the United Kingdom. There are several brands now being sold here, the two principal of which are the "Milkmaid" and "Betty." There are two brands of Swiss milk, and two others from the Continent, the "Plum" and "Medow."

There is a powdered milk coming in called "Klim," of Canadian origin, which has been favourably received. The average import in the last few years of powdered milk was about £200, though it fell off somewhat last year.

*Salt Beef, Pork and Bacon.*—The demand for salt beef last year increased largely, the import being about double 1921 and valuing £54,718. On the other hand, less salt pork was imported, and as compared with the average of the last four years dropped 300,000 pounds. Nearly all of this trade is with the United States. There is, however, a small trade with Canada in pork products, which seems to be increasing, the import in the last four years averaging about 200,000 pounds annually. Bacon and ham to the value of £11,908 came in last year, of which Canada's share was about £4,000. The total value of these three meat products amounted in 1922 to £115,453.

*Beer, Stout and Aerated Waters.*—Much less beer and stout is being imported than in the year before the war. In 1920 the import rose nearly up

to pre-war figures, being 122,000 gallons, but in the two following years the average dropped to about 45,000 gallons. Nearly all the beer and stout comes from the United Kingdom, with a small import of Danish and Dutch. In 1920 a demand was created for Canadian beer through the enterprise of a Canadian firm, and a considerable quantity sold, but there has been a falling off in the import of this beer, the reason assigned being that in this climate it is not found equal to the English and foreign brews, which have better keeping qualities and are less likely to turn acid. If Canadian beer for export was sufficiently fortified and of the strength of foreign beer, it would probably find a market on equal terms in Barbados and the other West Indian islands.

Aerated waters are imported only in a small way, 1,100 dozen pints being the annual average in the last few years.

*Vegetables, Fresh and Canned.*—Canned and preserved vegetables come chiefly from the United States, but the import is small and of no real importance.

The import of fresh vegetables, however, is of considerable importance, having an average value in the last two years of £16,000 a year. Before the war the European countries—chiefly Holland and Denmark—supplied most of the vegetables imported, some being shipped through British ports and credited to the United Kingdom, and there was also a large quantity of onions from Madeira. Last year again a Continental country—Holland—held the first place, supplying in value over £5,000, whereas Canada and Bermuda together only supplied £4,754, and in 1921 Canada alone supplied £6,322, which was the highest figure in the import. Holland and Bermuda supply potatoes and onions, and Canada potatoes and some other vegetables such as carrots, beets, and cabbages.

*Tea and Coffee.*—The demand is for raw coffee, the supply coming chiefly from Brazil and British Guiana. Prepared coffee is imported only in a small way, valuing a few hundred pounds each year, some of it being from Canada. One favourite Canadian brand on the market is "Red Rose."

The import of tea, on the other hand, is quite large. The quantity in the last few years averaging about 80,000 pounds, of this Canada shared the market about equally with the United Kingdom. The Canadian brands that are best known on the market are "Salada," "Red Rose," and "Morse." The average value of the import is over £8,000.

*Confectionery and Jams.*—Though these are minor items, they are nevertheless worthy of being taken into account, seeing that there was no trade with Canada in these goods before the preference went into effect in 1914, and that now there is a fair amount imported from Canada. Last year the total import of confectionery and jams valued approximately £5,000, of which Canada supplied about £1,000, confectionery alone being stated at £893. The popular makes of Canadian chocolates are now shown in most of the confectionery stores. The trade was formerly in the hands of the United Kingdom manufacturers, and in confectionery it is likely they will continue to hold the leading place from the fact that their confectionery is specially manufactured and put up so as not to deteriorate in the tropics.

*Cattle Food.*—About three-fourths of the oilmeal imported is Canadian, and nearly all the oats and hay and a portion of the bran and pollard. Of this latter the Canadian share, which had been about one-half, became smaller since 1919, the chief supply now coming from the Argentine. The price factor accounts for this change, the c.i.f. price being higher from Canada. It is to be noted that more bran and pollard are being imported. Of oilmeal, however, less is being imported, Canada's supply remaining about the same, but the American having fallen off. Both the quantity and value last year of oats were highest since 1919, but there was a fall off in hay as compared with 1921.



**ECONOMIC CONDITIONS IN JAMAICA**

F. L. CASSERLY, TRADE COMMISSIONER'S OFFICE.

Kingston, December 17, 1923.—The current f.o.b. values of the principal products of the Colony are as follows—

	£	s.	d.
Sugar, basis 96 deg. refining crystals, per ton of 2,240 pounds .. . . .	33	0	0
Rum, common clean, per Imperial liquid gallon .. . . .		2	6
Bananas, per count stem .. . . .		2	0
Coconuts, per 100 nuts .. . . .		10	0

The present year's sugar crop has been almost entirely exhausted. Grinding for next year's crop is just about starting. Owing to the shortage of local stocks, the domestic price is at present considerably higher than the export price.

The usual frequency of destructive fires, particularly in retail establishments, has of late caused considerable concern. The insurance companies, which have paid out fire claims aggregating about £200,000 during the past twelvemonth, have recently advanced their premium rates on certain classes of risks, but the fires still continue.

The expert sent by the Colonial Office to investigate and report upon the island's finances has recommended that all works of improvement representing additional capital outlay should be suspended for the present, with the exception of those to which the Government is already committed. This ruling does not apply to the reconstruction of Kingston's streets and the scheme for additional water supply, on both of which preliminary work is still in progress; but it seems to foreshadow a policy of caution and retrenchment in the near future.

**COMMERCIAL CONDITIONS IN INDIA**

TRADE COMMISSIONER H. A. CHISHOLM.

Calcutta, November 29, 1923.—The month of November has witnessed a distinct general improvement in Indian business. While the beginning of the "cold season" normally ushers in a buoyancy in nearly all Indian markets, it is generally conceded that there has been greater activity in November of this year than in November of last year. There is therefore some ground for a belief that Indian markets are beginning to shake off the lethargy of the last two years.

The jute and cotton markets are showing considerable strength, prices have stiffened, and a more active share market is developing, particularly in jute industrials. The tea trade continues to maintain its highly prosperous condition.

Bazaar inquiries have been greater in volume than at this time last year. Stocks throughout the entire country are comparatively low, and Indian merchants appear to be in a mood for buying whenever attractive prices are offered. For many months the bazaars have been holding off in the expectation that the prices of imported goods will soften. As soon as a European manufacturer increases his discount rates a good volume of trade at once goes forward from India, but buying appears to drop off the moment prices show any stiffening. The result is that at the present time there is but little profit in Indian business. Many European manufacturers are selling at little more than cost in order to keep their goods in the market. Certain Canadian hardware lines were sold in the local bazaars during the year, but the increased discount rates now quoted by European manufacturers have for the most part thrown Canadian in common with American prices out of line.

Tight money, attended by the restriction of credits now exercised by both the banks and the London merchant houses, is happily producing the effect of forcing business into stronger hands. When attractive prices are offered by the European merchant or manufacturer, stocks in the country are so low that a few fortunate Indian buyers generally come forward who are able to put down 10 to 25 per cent cash with order and thus secure profitable business. Even payment against documents does not ensure the shipper against loss as an unfortunately large percentage of Indian bazaar importers fail to take up the documents if in the meanwhile similar goods can be secured elsewhere at slightly lower prices. The buyer with cash therefore, or with extraordinarily good credit, secures any good offers, while the merchant without resources tends to be forced out of business. The foregoing remarks apply only to Indian bazaar merchants. The old-established European and some of the foremost Indian merchant houses are usually safe to do business with on any basis.

One factor which has served to stimulate Indian buying during November has been the increasing sterling value of the rupee. The rupee has steadily advanced during the month from a value of around 1s. 4d. to between 1s. 5d. and 1s. 6d. The month closes with the exchange market steady.

## NORTH AFRICAN MARKET FOR KITCHENWARE AND HOUSEHOLD FURNISHINGS

TRADE COMMISSIONER W. McL. CLARKE

Milan, November 28, 1923.—To live all the year in the open or in a canvas shack is the lot of many natives of North Africa, but always to eat raw food is the choice of none. Every family therefore has some kind of domestic utensils even though oftentimes there is no home in which to keep them. The most primitive from among the Arabs, like their ancestors, find means of preparing food in earthenware vessels shaped with their own hands, and as Westernizing influences have gradually made themselves felt in these countries which are of the East, the native has found it more to his advantage to use the cooking and household utensils after the style of the European. Thus a hollow-ware trade has crept into the Arabian and Moorish bazaars, and the colonists are to-day not alone in demanding a saucepan or a tea-kettle. The market has therefore been widened and is of much more interest to foreign manufacturers than it was before the natives took to using kitchenware as it is known in Canada.

The enamelled goods trade is that deserving most attention. Aluminum, galvanized, tin and copper ware also sell, but the purchases are the most numerous in the first-named category, and consist of bowls, wash basins, mugs, chambers, jugs, kettles, teapots, stewpots, saucepans, frying pans, etc. The colour is either: (1) white enamel both inside and outside; or (2) white enamel inside and blue, brown, or green outside; or (3) brown enamel outside and mottled granite inside. The white enamelled ware is also sold with a blue border or rim. For the native trade the white colour predominates throughout Northern Africa, while the brown outside enamelled ware rather than the blue or green was more prominent in the stores catering to the European housewife. The sale of aluminum ware is quite a restricted business owing not only to the higher prices asked but to the additional fact that the enamelled ware goods are, on account of long usage, better known. Copper kitchen utensils are also much more expensive than those of enamel, and it is the few and not the many womenfolk who feel disposed to "do up" the kitchen with a complete set of copper pots and pans. But appearance generally takes second consideration to cost. Occasional articles of tinware are used in many a European household and also by the natives, but the demand is much smaller than that for enamelled goods. Buckets are the principal lines handled in galvanized ware.



## TUNISIAN IMPORTS

It is perhaps reiterating a stereotyped statement to emphasize the fact of German and Austrian competition in pre-war days. Important though this German trade in hollow-ware throughout Northern Africa was before the war, it is relatively inconsiderable to-day, and our exporters will find French rivalry uppermost at present, even though Great Britain, Italy, Belgium, and the United States among other countries are also concentrating on this market. In Tunisia during the year 1921 some 740 tons of domestic utensils in which are included all general household articles of hollow-ware description were imported and were made up as follows:—

Hollow-ware and Domestic Utensils	Tons	Remarks
Not painted, nor polished nor tinned . . . . .	140	France 127 tons, Italy 5 tons, Belgium 3 tons, Denmark 2 tons, Algeria 2 tons.
Painted, polished or varnished . . . . .	255	France 177 tons, Italy 12 tons, United States 42 tons, Malta 6 tons, Great Britain 5 tons, Germany 3 tons, Algeria 2 tons.
Tinned or enamelled . . . . .	301	France 250 tons, Great Britain 8 tons, Holland 7 tons, Italy 7 tons, Germany 6 tons, Czecho-Slovakia 6 tons, United States 3 tons.
Coppersmith's ware . . . . .	94	France 90 tons, Austria 1 ton, Belgium 1 ton.

From the foregoing it is evident that France was responsible for 644 tons, the United States for 45 tons, Italy for 24 tons, Great Britain for 13 tons, Germany for 9 tons, Holland for seven tons, Czecho-Slovakia and Malta each for 6 tons, Belgium and Algeria each for 4 tons, Denmark 2 tons, and Austria 1 ton. The United States, though far behind France, is the second principal source of supply, and transatlantic competition, in which Canada should be included, could undoubtedly dent in this French hold on the market were a greater effort made simultaneously with exchange improvement. The Algerian exports recorded are due to the existence at Algiers of two small works for the manufacture of tinned and galvanized ware, the production of which, however, is extremely limited.

## ALGERIAN IMPORTS

Coming to Algeria we find the 1921 imports of similar lines of goods amounted to 3,877 tons, divided as follows:—

Hollow-ware and Domestic Utensils	Tons	Remarks
Neither polished nor painted . . . . .	191	France 173 tons, United States 2 tons.
Painted, polished or galvanized . . . . .	739	France 703 tons, United States 11 tons, Belgium 7 tons, Spain 4 tons, Great Britain 2½ tons.
Enamelled . . . . .	2,738	France 2,206 tons, United States 403 tons, Italy 73 tons, Great Britain 7 tons.
Copperware . . . . .	209	France 205 tons.

The total trade therefore of 3,877 tons was mainly distributed between France (3,287 tons), the United States (416 tons), Italy (73 tons), Great Britain (9½ tons), Belgium (7 tons), and Spain (4 tons). The United States in Algeria was also the second exporting country, and in this market, which was only about five times larger than that of Tunisia, the United States did approximately ten times as much business and this in the teeth of French colonial preference.

## MOROCCAN IMPORTS

Moroccan imports on the other hand took 887 tons of domestic utensils in 1920, divided as follows:—

Commodity	Tons	Remarks
Tinware . . . . .	24	Practically all from Great Britain, with half ton from France.
Zincware . . . . .	22	Great Britain 14 tons, France 6 tons, Belgium 1 ton, United States ½ ton.
Copperware . . . . .	42	United States 19 tons, France 14 tons, Great Britain 6 tons, Spain 2 tons.
Ironware, including enamelled articles, sheet metal goods . . . . .	799	France 422 tons, Great Britain 220 tons, Belgium 60 tons, Germany 30 tons, Spain 24 tons, United States 17 tons, Sweden 12 tons, Holland 3 tons and Italy 2 tons.

Thus the three chief contributors to this trade were France with 442 tons, Great Britain with 263 tons, and the United States with 37 tons. The greater infiltration of English goods into this market is the most striking feature of these Moroccan trade returns.

#### TYPES OF HOLLOW-WARE GOODS SOLD

Casserole dishes as shown in Figure 1 command a fairly good sale, especially among the European population. The most popular finishing is in brown enamel outside and in granite inside. These casseroles come in a series of five, retailing at about 20 francs, and running in diameter from 12 to 20 cm. Each of the casseroles has a spout and a part-wooden handle. In aluminum the series costs about 30 francs.

Two other cooking dishes are shown in Figs. 2 and 3. The deeper, of 22, 24, or 26 cm. in diameter, is the common North African household stock pot and is also used for the boiled dinners so frequently eaten. The brown exterior with lid and granite inside finish is the most popular. It ranges in price from 17.50 francs to 25 fr. according to diameter. In aluminum with insulated wooden handles the retail price is 32 to 45 fr.

The more shallow of the two dishes is used for general cooking purposes and comes in 24- and 26-cm. dimensions, retailing at 14 and 16 fr. respectively if of the brown and granite finish, or at 25 and 32 fr. if of aluminum with wooden handles.

The most commonly used wash basin is reproduced in Figure 4. It generally is of all-white enamel or white inside and blue or green outside in 30-, 32- and 34-cm. dimensions and retails at 4.25, 5.75 and 6.75 fr. respectively. This kind of wash basin is also used among the native classes.

There is shown in Figure 5 a wide and deep kitchen pan with handles which has a considerable sale among the Europeans. It is made in 34-, 36-, 38- and 40-cm. dimensions and is generally of brown enamel with granite interior. The 36-cm. pan retails at 14.50 fr. This pan may also be purchased in the galvanized finish at about half the price.

A commonly used pot for filtering coffee which is the distinctive feature in preparing this beverage is shown in Figure 6. This coffee pot is either of tin or of sheet metal enamelled in white, and is manufactured to contain 6, 8, 10 or 12 *demi-tasses*, retailing if in tin at 4, 5, 6 and 8 francs and if in enamel at 16, 18, 20 and 24 francs.

A milk or water boiler is illustrated in Figure 7, capable of holding 1½ and 2 litres of liquid. The finish is of brown and granite or of blue and white or of all white. This kettle retails at 12 and 15 fr. respectively.

Round enamelled plates or sauce-pans for cooking purposes shown in Figure 8 are used in large numbers throughout North Africa. The brown exterior with granite inside finish is very popular, although a blue outside with white inside or an all-white finish is also seen. These cooking plates generally come in 12-, 16- and 20-cm. dimensions, retailing respectively at 2.50, 3.25 and 4.50 fr. The same series in aluminum retail at 3.25, 4.50 and 6 fr. respectively.

Frying pans are also a common form of cooking utensil, the shape most frequently met with being shown in Figure 9. The pan itself, which is used not only by the Europeans but also by the native, is generally of sheet metal with polished interior and rivetted handles of the same material. It generally sells in either 24-cm. or a 26-cm. dimension and retails at 3 fr. and 3.50 fr. respectively.

Galvanized buckets as shown in Figure 10 meet with a very ready sale. They come in 26- and 28-cm. dimensions and retail at 6.50 and 7.50 fr. The same kind of bucket with a spout is supplied in tin and sells at 5 and 6 fr.





TYPES OF KITCHENWARE AND HOUSEHOLD FURNISHINGS IN DEMAND IN NORTH AFRICA

Among other kinds of sheet metal goods for which there is a considerable demand may be mentioned the following: dinner plates of 22 cm. in all white or with blue outside; mugs of 10 cm. in all white; chambers of 22 cm. in all white or blue outside with or without covers; bowls of 14 and 16 cm. white inside and out, or blue or green outside; water-jugs, white and coloured, of 12 and 14 cm.; colanders of 18 and 20 cm. in all white or in brown exterior and granite interior, or in blue and white with spherical handles; vegetable puré presser of tinned plate retailing at 4.75 fr. for size No. 1 and at 6.25 fr. for size No. 2; chamber pail and pitcher of 5 litres as shown in No. 11 in white or other colours retailing at 25 fr., and ordinary tea-kettles of white, blue or brown enamel for holding 2, 3 and 4 litres.

#### THE NATIVE TEA-POT

One of the biggest domestic utensil sellers among the natives in Northern Africa, and more especially in Morocco, is what is known as the Dutch tea-pot. It is made of pewter (90 per cent tin), and is capable of holding 6 pints of liquid. This article is a Birmingham monopoly at present throughout Morocco, although attempts to imitate the British product by both France and Belgium are being made. It is only latterly that it has been found possible to make the spouts of the tea-pots in England; English manufacturers used to buy them in Germany. The tea-pot has a part black-coated wooden handle, and it is essential that the kettle should ring on tapping it. These tea-pots are sold under two different trade marks, viz. (1) or best quality, a 5 over a crown over an X; and (2) a three-feathered ostrich plume. The indispensability of trade marks in the native trade will be discussed in a later section of this report. Dutch tea-pots were fetching last summer about 65 fr. per dozen wholesale Casablanca.

#### CUTLERY TRADE

There is a very considerable and continual trade throughout North Africa in cheap cutlery of all descriptions such as table knives, forks, spoons, kitchen knives, pocket knives, butcher knives, scissors, needles, razors, etc. This European business is supplemented by the equally inferior or even lower-quality purchases of the natives. Tunisia in 1921 bought 6 tons of cutlery, Algeria 11 tons, and Morocco 33 tons in 1920. These imports are divided into two categories, viz: common and fine cutlery, and the ratio of imports is at least 10 to 1. France has the greatest amount of this business to-day, though England, Germany, Belgium and Austria are likewise competing in Morocco and Tunisia, and though a little German cutlery was also noticed by the writer in Algeria.

Common shapes of table knives sold throughout Northern Africa are shown in Figure 12. The handle may be either imitation ebony or horn. These knives retail at from 1.50 to 3 fr. per piece.

A curved kitchen chopping knife made of forged steel with two wooden handles in 23-cm. length and in 27-cm. length retails at 4 fr. and 5 fr. respectively. (See Figure 13.) The other illustration (Figure 14) shows a very commonly used kitchen knife, or what is known in Canada as a butcher's knife, in forged steel with wooden handle and in length of 17 and 19 cm., retailing at 4.75 and 6.25 fr. respectively.

Combination pocket knives after the Swiss style with one long and two short blades and with enclosed scissors, cork screw, marlin spike, and can-opener, make good sales at 17 fr. upwards. Household steel scissors come in 13-, 15-, and 17-cm. length and retail at from 8.50 to 9.50 fr. in Algiers. (See Figures 15 and 16.)

There is also a considerable amount of the "German silver" cutlery in evidence throughout Northern Africa. This comes largely at present from France: soup spoon, coffee spoon and fork retail at about 3 fr. The same series in aluminum retails at about 2 fr.



## BRUSHWARE

During 1921 Tunisia imported 7 tons of brushware, derived principally from Italy ( $3\frac{1}{2}$  tons) and from France (3 tons). The balance consisted of small shipments from Algeria, Great Britain, Germany, the United States, and Belgium. The Algerian imports in 1921 totalled 19 tons, all of which are attributed to French origin. Morocco in 1920 took  $23\frac{1}{2}$  tons of brushware, of which France supplied 19 tons, Great Britain  $2\frac{2}{3}$  tons, Germany 1 ton, and with small parcels chiefly from Spain and Tunisia.

Three of the more common types of house brushes are shown in Figures 17, 18, 19; No. 17 illustrating the tile brush, retailing at 3.50 fr.; No. 18 the general floor apartment brush, retailing at 14.50 and 16.50 fr., in sizes No. 14 and No. 15; and No. 19 general furniture brush, retailing at 6.50 fr. The brushes are of good-quality bristles and are either grey or black.

Clothes brushes with curved varnished wooden backs are more popular than the straight black brush. The ordinary variety come in about nine longitudinal rows of bristles of good quality and retail at 8 fr. per piece. Ordinary hair brushes with handles and made of good-quality bristles in 11 rows retail at about 9 fr.

The European in Northern Africa, like his Continental brother, has the custom of going in for his shave every day or every second day to his barber. Individual sales therefore of shaving brushes are not relatively so important even among the Europeans as at home. The natives in general, especially the middle-aged and the elders of the tribe, prefer to wear a beard, and those who shave perform this operation infrequently. The ordinary bone-handle shaving brush with fairly good bristles retails at about 5 fr.

Tooth brushes are pretty nearly all of French manufacture and the dental part of the brush inclines to the large and bulky size. For 3 fr. a pretty good tooth brush can be purchased. The writer noticed in one or two shops the well-known prophylactic tooth brush from the United States, but the sale, it was stated, was far from large. A large brush at a small price is apparently what is wanted.

## STOVES

North Africa, as has been pointed out in previous reports, enjoys a moderate climate, and there is therefore a large demand for stoves for heating purposes. For two or three months of the year the Europeans usually take the chill off their houses by some kind of heating apparatus; in the better-class apartments by central heating or furnaces, or in the case of many others by the Continental porcelain stove, the sheet iron cylindrical stove, or by the square or round self-feeder. The round and square petroleum stoves for heating purposes are also sold to some appreciable extent. On the other hand, the natives do not use stoves as they are known in Canada. Some kind of charcoal warmer is about their only comfort in this respect unless they build an occasional open-air fire of wood. Inured to a life in the open, they do not feel the cold or get cold so readily as do Europeans or Westerners. But for cooking all the Europeans and the majority of the natives have some kind of cooking device.

The European sections of each of the larger cities are provided with gas, and hence the gas stove and not the coal or wood range is in city demand. The gas stoves are usually of two, three or four burners arranged in one or two rows with or without oven. A two-series gas stove without oven in enamelled iron costs about 52 fr. at Algiers. A gas stove in common use in enamelled iron with small 30-cm. oven and grill aperture together with two burners as shown in Figure 20 retails at 175 fr.

In the country places gas stoves are not practicable owing to the lack of central plant, and the European farmers generally use a charcoal stove with

enamelled top as shown in Figure 21, which costs about 45 fr. or 60 fr. if of three lids, or else a very plain wood stove very similar in lines to the charcoal stove just referred to. An alcohol stove in enamelled iron with one burner and polished copper tank as shown in No. 22 is frequently used by the Europeans, and costs some 27 fr. Another small alcohol stove in use is represented in No. 23, and costs about 9 fr. It is made of tinplate and has a double-flame burner. A small petroleum cooking stove of sheet steel with extension heating plates as illustrated in No. 24 is also frequently purchased at 50 fr.

A charcoal burning stove, used both by the Europeans and also at times by the natives, is shown in No. 25. It is made of varnished sheet iron with grate of cast-iron, and is sold in small, medium and large models at 9.50, 11.50 and 13.50 fr. respectively.

The stove trade of North Africa is at present largely of French origin. Detailed statistics are only available for Morocco, where about 44 tons were imported in 1920, chiefly from France (30 tons), Spain (6 tons), Germany (4 tons), Great Britain ( $1\frac{1}{2}$  tons), and Belgium ( $1\frac{1}{3}$  tons).

#### CONCLUSION

The reputable firm of Japy Frères of Paris is the spearhead of French commercial attack in the present North African hollow-ware market. French influence, geographical proximity, and a lower exchange are undoubtedly advantages on the side of France, but these individually or collectively fail to explain adequately the French grip on the trade. Assiduous effort and painstaking attention to shipments—in short, giving the North African customers what they want and how they want it—are just as telling if they are less tangible factors. In enamelled ware the United States has struck a right note in this North African trade, but up to the present other countries, with the possible exception of Great Britain, are striking but minor keys. French exports would not be so important were it not for commercial lethargy elsewhere, and the writer is hopeful that Canadian interest will be awakened in this Mediterranean market of sheet-metal goods and enamelled ware. In cutlery and brushware the present Canadian opportunities do not, on the face of the prices quoted, seem very attractive, but in the petroleum and other stove business there is probably something which can be done.

#### THE FUTURE OF SMYRNA

A commissioner of the Federation of British Industries, reporting on trading conditions in Smyrna, says that but for the export of dried fruit trade in general would be practically at a standstill. In place of the prosperous Greek and Armenian merchants, who were formerly responsible for a large share of the trade and who have now been obliged to leave the country, a number of small independent Jewish merchants has appeared. The Turkish merchant is also trying to gain a prominent place in the market, but he lacks experience, and more often than not has no financial backing.

The number of British houses is reduced to four or five firms, but no real effort has yet been made by the majority of foreign firms to return and resume business. Confidence in the immediate future is lacking, and it is realized that a considerable time will elapse before the hinterland of Smyrna is again in a position to absorb a sufficient quantity of goods to enable foreigners to resume business on remunerative terms. Both in Smyrna and the interior the consumer no longer possesses the same spending power, and what was formerly a market for superior quality goods is now likely to be limited to cheap and shoddy articles. Both merchant and consumer have dropped in the social scale, and the port, but for the existence of a certain amount of foreign influence, would rapidly be reduced to a third-rate provincial town.



## MARKET FOR MACHINERY IN JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

*[Former reports in this series have been published as follows: Automotives (No. 1028); Paper Trade (No. 1029); Leather and Leather Goods (No. 1030); Chemists' and Druggists' Sundries (No. 1031); Rubber Goods (No. 1032); Textiles and Wearing Apparel (No. 1033); Building Material, Furniture, and Paints (No. 1034); Chinaware and Glassware (No. 1036); and of Provisions and Beverages (Nos. 1037, 1038). Prices quoted are those prevailing in July, 1923. For the purpose of conversion, roughly speaking, 2½ guilders equal \$1 Canadian.]*

At the present time Java is not a favourable market so far as Canadian machinery is concerned. The reason is that, outside of oil-drilling machinery and saw-mill machinery, the main demands are either for (1) lines in which Canada is not a leading manufacturer, such as decorticators, sugar, rice, and rubber machinery; or (2) heavy stocks close for the moment openings for new makes in other lines that might offer opportunities, such as oil engines, concrete mixtures, road rollers, etc. The writer has no desire to discourage manufacturers, but unless they are willing to spend money freely and not look for quick returns he cannot see that in a price market like Java much headway can be made until there is a complete recovery from the slump. Manufacturers of all kinds of machinery and of various nationalities have recently been awakened by good and bad trade reports on the possibilities of the Netherlands East Indies. There has been a tendency perhaps to overjudge somewhat the market in certain lines, and this is to be deprecated. A careful examination shows the market limited in the main to certain requirements for the preparation of tropical products.

Canadian interest for the moment may be most profitably directed to oil-drilling, and possibly in the future to lumbering. Reasons for these opinions will be given under the items, but for the moment conditions would seem to point to the following conclusions: (a) boilers, Canada has no chance; (b) concrete mixers, stocks too heavy; (c) decorticators, Canada is not in a position to supply them; (d) machine tools, stocks on hand; (e) mining machinery, nearly all the mining is surface work; (f) oil and petrol engines are always in use, but world-wide competition of the keenest order has to be faced such as, for example, a manufacturer in Ontario can have no knowledge of, from Canadian conditions; (g) prime movers are being made in Holland; (h) rice mills are in use, but Canada is probably not in a position to offer these; (i) road-rollers, the market is overstocked, though there may be some hope later on in the Outer Possessions when the present policy of rigorous economy is abandoned; (j) rubber and sugar machinery are in use, the latter extensively, but Canada would not seem to be able to effectively compete against the world's leading suppliers.

Java has 187 sugar mills and 54 rice mills, each of which, it has been stated, are estimated to spend about \$12,000 (Canadian) a year for the upkeep of machinery; but these unfortunately are lines of machinery in which Canada cannot be said to be favourably placed for competing. Like China and Siam, the Netherlands East Indies will import more machinery than ever when economic conditions allow of further development. Railway extension, road development, hydro-electric installations have to wait their time for the necessary capital. With these developments under way there will come a larger scope for engineering accessories, mining machinery, etc. At Bandoeng there is a technical plant for testing cables, metal strengths, etc. Mining and crushing machinery are used in the gold mines. Some types of plantation machinery have been alluded to, but it must be pointed out that importers in this line need as a rule a skilled staff to handle and sell them.

## BOILERS

Boilers in use are mostly Dutch, German, and English. The writer has endeavoured to interest importers in Canadian types, but has always received the reply that American designs do not comply with Dutch regulations. Further, it should be noted that until Canadian prices are lower, and some really acceptable importers can be found to take up this proposition, there is no opening possible so far as can be seen at the moment.

## COPRA MACHINERY

The smoking of copra in Insulinde is prohibited. Consequently there may be from time to time some demand for copra-drying machinery of a cheap and simple kind: the native cannot buy an expensive machine nor can he manipulate an intricate machine.

## CONCRETE MIXERS

Previous to the war there existed a good market for concrete mixers, and during the war a considerable shortage was experienced. During the boom year 1920 large stocks were imported, and 1921 saw a glutted market with falling prices. A reaction took place and stocks still remain. It will therefore be difficult to interest importers until these are disposed of. The writer, however, was fortunate enough to interest one firm in light hand or small motor mixers, but here it is a question of price. Canadian firms to sell machinery must be able to reduce costs of production and obtain representation similar to that of their German competitors. As the Chinese are often the building contractors, it must be remembered that labour-saving devices have little field: they are often too conservative to adopt modern Western methods, and labour is cheap. In the case of mechanical concrete mixers, however, their adoption would seem to be coming into favour.

## DECORTICATORS

Machinery for the extraction of fibre from leaves like the *Agave Sisalana* is of interest to companies owning such plantations. The decorticator that can extract from a given weight of leaves the greatest amount of fibre is marketable, but it is a highly specialized machine whose manufacture will only appeal to specialists in this line. The question indeed is not only one of the highest percentage in actual fibre production, but also involves the production of only a superior quality of fibre. Without a domestic demand for such machines, it is suggested that no manufacturer would be wise to interest himself in these for Java.

## FIRE ENGINES

The demand for fire engines depends on the ability of municipalities to purchase them. The larger cities like Sourabaya and Batavia are equipped with motor fire engines. The motor fire engine is probably the type that will be required elsewhere. Those makes already in the territory have the great advantage of being known. Fires in European houses are practically unknown. Javanese kampongs, on the other hand, often catch fire, and as atap and bamboo are the principal construction elements, they burn to the ground very quickly.

## MACHINE TOOLS

Owing to heavy post-war importations and present economic conditions, until stocks are absorbed there would seem small scope for the importation of machine tools. Exporters have overjudged the market and Continental machine tools with their low prices have to be contended against. Most lathes, for



example, are German. The Chinaman who owns a small repair machine shop wants a low-priced lathe and drilling machine, and cares nothing about appearance. But the fine Dutch private and state-owned enterprises naturally draw their machinery from their motherland if possible.

#### MINING MACHINERY

Naturally those nationalities who are engaged in exploiting the mines are prejudiced in favour of their own machinery. Mining machinery follows the miner. The bulk of the mining, particularly in the case of small claims, is Chinese and carried on in a most primitive manner. Tin mining is chiefly surface work. There is only from time to time a need for crushers for the gold mines. Australia is watching the market for dredgers, etc., but mining machinery is not at present a large import item.

#### OIL-DRILLING MACHINERY

The name of Canada as a source of supply of machinery for the oil business is well known in the Netherlands East Indies. How far the Dominion has actually supplied any machinery, particularly in the case of indirect shipments, would be most difficult to say. Pipe, according to one Canadian in the oil business in Java, comes mostly from the United States and Germany; drilling tools and machinery from the United States, Holland, and Austria. Canadian drillers, however, are still in demand. An engineering house in Sourabaya alluded to Canadian drilling rigs, and mentioned not only American makes but also the Oil Well Supply Company of Petrolia.

#### PRIME MOVERS

In the case of locomotives, although in the past some American locomotives were sold, this was chiefly due to the difficulty at that date of obtaining European supplies. One American company still retains a local office, but at present Canadian prospects are not hopeful. Locomotives at one time were mostly German, coming from well-known factories like that at Cassel; but to-day for lines like the State Railways they are made in Holland. Most of the rolling stock for such lines also come from Haarlem.

In regard to locomotives for light railways, the difficulties of introducing new makes must be appreciated. For new types the following points are against their purchase: (1) additional training for native crews, which is unnecessary if one make is alone purchased; (2) additional spare parts and service, which are entirely unnecessary if tried makes are retained and for which spare part stocks and service are already available.

#### OIL AND PETROL ENGINES

From time to time, if a manufacturer is prepared to appoint and can obtain (which is not always the same thing) a reliable agent, give him sufficient inducements and back him properly with advertising expenses and sample engines, Canadian firms might find an opening here for oil and petrol engines of a low-price category. Many of the purchasers would be Chinese, and they do not require a finely finished engine. All they require is one that does its work, is simple and easy to manipulate, and cheap. German firms have understood this and are always prepared to give what is wanted.

Motive power is required in Java in numerous ways. Lighting sets need petrol engines; paraffin engines with carburettors or of the modified injection type are in use for marine service. Small stationary and movable driving engines for estate works are other lines. Oil engines generally run on solar oil, while crude oil engines are semi- or full Diesel, or of the hot bulb kind.

As far as sugar factories are concerned, probably no trade could be done in motive engines unless a firm had already considerable experience in the requirements of this highly specialized industry.

Generally speaking, small stationary motors are used up to 10 h.p. There is no call, as a rule, for engines above 100 h.p., but this does not imply that they are not in use.

#### PALM OIL PLANT

It is only by introducing modern machinery that the Netherlands East Indies industry will compete with the palm oil industry of the West Coast of Africa. No firm could compete without a special study of oil palm machinery, and there are said to be a number of existing makes.

#### PAPER-MAKING MACHINERY

As the writer has seen paper-making machinery stated to be in request by one trade paper, he would point out that there is at present only one modern mill and that a small one.

#### ROAD ROLLERS

The position in regard to road rollers at the present time in Java is that the market is overstocked owing to the glut of importations that succeeded the Armistice. The writer saw some light motor road-rollers in use. He endeavoured to interest importers in Canadian motor road rollers, but was unsuccessful for two reasons, stocks are at present being held, and Canadian prices are too high. It was stated that one importer had such large stocks of steam rollers on hand that he was hiring them out to municipalities at very low rates. All the well-known makes of English steam rollers are on the market. One or two importers expressed the opinion that the motor road roller would in the future come into its own.

#### RICE AND FLOUR MILLING MACHINERY

There are over fifty large rice mills in Java. The growing of wheat is only in an experimental stage in the hills. Consequently there is no call for flour-milling machinery, although this year a little native-grown wheat was milled roughly. Rice mill machinery is a highly specialized Oriental trade.

#### RUBBER FACTORY MACHINERY

In Sumatra there is a growing rubber industry with up-to-date equipment. In fact shipments of latex are being made and this would point to the fact, in all probability, that the old way of preparing rubber in the new estates will perhaps give way (although one cannot say this definitely), if the new experimental processes prevail, to the liquid or the flaked form for shipment, thus entailing a smaller demand for machinery of the present type in new rubber factories.

#### SAWMILL AND WOODWORKING MACHINERY

The sawmill machinery offered must be suitable for the conditions of labour and consequently the market needs special study. At present it is not a big field, but with the development of the lumber resources of the Outer Possessions, the market holds out promises.

German machinery prevails such as Kirchners. It is well represented, and keen competition may be anticipated. On the other hand, the writer sees no reason why Canada should not have a share of the trade. It is often questioned here whether Canadian saws, etc., will stand up to the hard Oriental woods. The reply can be made in the affirmative provided the Canadian manufacturer



is prepared for such woods. Canadian-made saw-mill machinery was introduced into one mill in Singapore in the Straits Settlements where the same types of woods are met, in 1903, and this is still running to-day. Manufacturer's prices, however, must compete with those of the German machinery. The writer encountered one firm in Java anxious, if conditions could be met, to represent and push Canadian saw-mill machinery.

The majority of the woodworking establishments such as the furniture factories are in the hands of the Chinese. This of course militates against the introduction of woodworking machinery owing to (1) conservative character of the Chinese, and (2) cheap labour. In spite of this the writer believes, however, that Canada makes some woodworking machinery which could be introduced first to the European factories, and later to the Chinese who will always imitate the European.

#### SUGAR FACTORY MACHINERY

In the sugar-mills, machinery of the latest types are employed, the products of those countries which specialize in this line. To cite one example as briefly as possible, the difficulties facing Canadian manufacturers in this branch will be at once clear. In one of the largest Javanese mills near Djokjakarta, where the countryside is principally under sugar, nearly all the plant was supplied by a Dutch firm who have an agency in Sourabaya and Batavia. The plant is automatic, even so far as the mechanical grippers that lift the sugar cane from the light railway cars from the mill's sidings to the hoppers feeding the belt elevation that transmits to the pressing plant. It has been stated on good authority that at this particular mill "it takes eight minutes for the cane to be lifted from the trucks, the sugar pressed out and the waste fed to the boilers generating steam for driving the machinery, while twenty-seven hours suffices for the sugar to be extracted, refined, bagged and placed on rail for transit to the waiting steamers in Semarang or Sourabaya harbours."

The imports of machines for sugar factories in Java were valued in 1919 at 4,683,343 glds., in 1920 at 5,320,839 glds., and in 1921 at 17,025,904 glds. The enormous imports for 1921 can be explained by the fact that it was very difficult to obtain machinery during the war and the factories were short of supplies. The bulk of the machines for sugar mills are imported from Holland; England and Germany are the leading secondary exporters.

#### CONCLUSION

In the Netherlands East Indies thirty firms are said to be importers of steam engines and boilers, nearly forty of gas and oil engines, while engine and boiler-room accessories are handled by some 30 importers. As all these importers are the agents for at least one make, some idea of the keen competition to be encountered may be estimated. The first great difficulty for Canadian manufacturers is to obtain a reliable agent even willing to consider a Canadian make. This can only be done by quoting rock-bottom prices c.i.f. Java ports.

The market for machinery depends on three groups: (1) the various Government workshops and services; (2) European estates and factories; (3) Chinese workshops and enterprises. The engineering trade in Java has felt the slump severely, and in August, 1923, had by no means recovered.

## IMPORT REQUIREMENTS OF THE DOMINICAN REPUBLIC

TRADE COMMISSIONER G. R. STEVENS

*[Subjoined is the fifth of a series of reports on the Import Requirements of the Dominican Republic, founded on a recent tour of that country undertaken by Mr. Stevens. The first two, introductory, were published in Nos. 1036 and 1037; the third, on Foodstuffs, in No. 1038; and the fourth, on Soap and Hardware, in No. 1039.]*

### Building Materials

As far as imported building materials are concerned, rural Santo Domingo is of no interest whatsoever. There the type of building is crude, and satisfactory local materials are at hand. Lime is available for the mixing of mud plasters, and both soft and hard woods are easily obtainable. For the rapidly growing Dominican cities, however, considerable quantities of the principal building materials are required. As in most Spanish countries, solid types of architecture are preferred, and the present trend is very largely towards concrete construction. At its best, this concrete construction approximates Canadian, but usually an old wall of brick or other material is sealed with a lime-cement plaster and kalsomined with a coloured lime wash. The salient reason for the drift towards concrete is because of the greater coolness and the ease with which concrete construction can be adapted to types of Spanish architecture. "Patio" houses, and the long corridor-like Spanish dwellings, can be built of wood, but concrete is a much better adapted material.

At present very extensive building is being carried on throughout the Dominican republic, and several ambitious projects are under way in San Domingo City. This construction is being carried out by contractors, many of whom import their own materials. With one or two exceptions, however, these contractors are not a good credit risk, as they are not sufficiently versed in estimates to be able to quote a fixed figure and to stick to it. Inquiries therefore coming forward from contractors should be thoroughly investigated before orders are accepted, as notable losses have been incurred in the past through disregard of this precaution. It would be much wiser for the Canadian exporter of building materials so approached to offer to place the goods through a reliable merchant house, paying them a commission for collection, than to deal direct with the rank-and-file of Dominican contractors.

### CEMENT

	1920	1921	1922
Cement . . . . .	\$412,335	\$360,591	\$188,349

The cement requirements of the Dominican republic run to about 90,000 barrels per year, of which amount San Domingo City takes about 60,000 barrels. In addition to these imports, the Department of Public Works in Santo Domingo use considerable quantities of cement for the construction of roads throughout the interior. While these supplies are imported by American engineers, there is no prejudice against foreign cements which offer value equal to that of American goods, and contracts for Government supplies may be bid for upon an even basis by all foreign suppliers. Government requirements probably approximate 20,000 barrels per year.

Cement from almost every exporting country is seen in the Dominican republic, and during the present season Continental cements definitely took the lead. The particular Continental attack came from two Danish cements under the brands "O.K." and "Caballo." These cements undercut British, Canadian, and American cements, and even shaved German and Belgian quotations in



price, while offering decidedly superior qualities to the latter. At the time of the writer's visit in June, the only company whose prices approximated the Danish prices was one large British organization which had continued to align their prices with each successive cut by the Scandinavians. The prices of the principal brands on the market stood as follows (prices per barrel of 400 pounds c.i.f. San Domingo City in each case): Canadian, \$3.30; American, \$3.10; Danish, \$2.90; British, \$2.87; German and Belgian, \$2.90 to \$3. (A later cut of 35 cents by the Danish companies was reported, but not verified; this would bring such cements conspicuously below all competitors.)

The basis of the Danish strength appears to be the relationship between these cement companies and the Eastern Asiatic Company, which distributes these cements throughout the Caribbean. This steamship company operates large vessels to St. Thomas, transshipping there, and covering the other West Indian areas by small motor ships. These motor ships are very efficient, being of low burden, fair speed, and large cargo space. It was stated in the Dominican republic that the freight charge on Danish cement only amounted to \$1.75 per ton, as compared with \$1.19 per barrel from New York. Whatever the reason, these Danish cements have become extraordinarily keen competitors in this as in other West Indian fields, and the differential in their favour in the Dominican republic in June was much less than in Jamaica in November, where they had enjoyed an advantage of 72 cents per barrel for some weeks.

Canadian cement was well known in the Dominican republic, and a considerable number of requests for the agency of the best-known Canadian cement company reflected gratifying popularity. Unfortunately, the price differential restricted Canadian participation, and without a direct line from Canadian seaports, it seems improbable that any increase in Canadian orders can be expected.

Very extensive concrete construction will occur in the Dominican republic during the next ten years. A single proposal is now being pushed for an aqueduct, which will furnish the city with an auxiliary water supply at a cost of \$1,000,000; this will entail very large purchases of cement. Canadian exporters, therefore, should watch the Dominican field closely, as the good name now enjoyed by Canadian cement will be an asset when conditions for competition are more favourable than at present.

#### LUMBER

	1920	1921	1922
Lumber . . . . .	\$1,016,198	\$494,274	\$243,698

Limited amounts of lumber are cut at points in the interior of the Dominican republic, but the freight rate prevents this lumber from reaching the seaports, where the majority of building is in progress. Therefore a brisk trade is done with New Orleans in both rough and dressed pitch pine. Assorted cargoes of between 200,000 to 400,000 feet are handled without difficulty at either Puerto Plata or San Domingo City. These cargoes have been rapidly distributed in the past, as there has been little storage available, and even pine deteriorates rapidly under tropical conditions. It is probable therefore that in the future lumber yards with proper shelters and arrangements for air circulation will be constructed, and that much larger stocks will be carried by the principal dealers.

Owing to the scarcity of woodworking establishments, a considerable portion of the imports of yellow pine is dressed, tongued and grooved. In the past this dressed yellow pine has served for interior trim, but with returning prosperity white pine is in demand for this latter purpose. To date, imports of white pine have been limited by its high cost, but with this lumber within appreciable distance of yellow pine in price, a large increase in the imports may be anticipated. Dealers at present, however, are not in a position to handle



schooner cargoes. One of the largest dealers in the Dominican republic asked for quotations from Canadian sources for 200,000 feet of white pine dressed on both sides, tongued and grooved, of No. 1 West Indian shipper quality. He stated that this was the largest order which he had placed, and that he could not possibly handle more. It should, however, be fairly easy for an agent to book a cargo of probably 500,000 feet in Haiti and the Dominican republic; such a shipment should be sufficient to interest Canadian lumber exporters.

On one or two occasions Douglas fir has been imported as a substitute for yellow pine. Contrary to the experience in Cuba, this wood has not done very well either in Porto Rico or the Dominican republic. No spruce at all is imported into the Dominican republic, and it seems unlikely that any demand will arise.

It should be noted that lumber schooners trading into the Dominican republic must not draw more than 12 feet laden, as the channels of nearly all the leading ports are tortuous, and practically unnavigable for sailing vessels of greater draught.

In June, native pine was quoted at \$40 per 1,000 feet at the mill in the interior; pitch pine at from \$50 to \$60, and white pine at \$55 to \$70 per 1,000 feet, c.i.f. Dominican port.

#### CORRUGATED SHEETS

	1920	1921	1922
Corrugated sheets . . . . .	\$293,010	\$138,567	\$66,808

An excellent market for corrugated sheets exists in the Dominican republic, and imports are relatively heavier than in any other centre visited in the Caribbean. The trade is altering somewhat with the opening of roads, as the short, light size, convenient for mule transit, is being replaced by standard sizes. During the past year the business in corrugated sheets has reverted to Great Britain, and the United States appears to have dropped out of the field entirely. Small quantities of Continental sheets are coming in, but at little advantage over British prices. The chief advantage of Continental and American sheets has been that their lighter galvanizing made their higher gauges more profitable than the heavier British sheets, as this material is generally bought by the ton and sold by superficial measurement. However, the market in the Dominican republic is sufficiently educated to buy the heavier gauges. The 24- and 26-gauge sheets are the more popular; there are few imported under these weights, and in these heavier sheets the United Kingdom has always been supreme.

#### PULP AND FIBRE BOARD

The writer made several efforts to interest importers of building materials in pulp and fibre board, but without success. As elsewhere in the Tropics, they do not believe in the endurance of this material. It is likewise claimed that the price is not sufficiently superior to that of pine lumber. The real difficulty in introducing pulp and fibre boards, however, lies in persuading importers that there is as much profit in selling pulp and fibre boards as in selling pine lumber. Furthermore, the fact that a carload of this material is really a minimum order, and that such a carload amounts to 60,000 feet, deters the average importer of lumber from experimenting.

#### ROOFING MATERIALS

The roofs of Dominican towns consist of either corrugated sheets or tiles. There are no shingles imported, and very few locally manufactured. To date no asbestos roofing has been introduced, although it should be popular. The hardware dealers handle some rubberoid roofing, but it was stated that the sale

was negligible. Small quantities of tar paper are used in the narrower widths, not so much for roofs as for cleating on the exterior walls of small buildings.

Tiles are locally made, by brick manufacturers. They are of a distinctive brownish-green colour, of excellent quality, and moderate cost.

SANITARY SUPPLIES

	1920	1921	1922
Bathtubs, etc. . . . .	\$34,131	\$34,189	\$8,198

With regard to sanitary fittings, the market in the Dominican republic is more advanced than that of any other Caribbean area, with the possible exception of Cuba. The eighteen years of American occupation, with its excellent sanitary service, has modernized sanitation here, and created a demand approaching that of Anglo-Saxon countries. Wash-bowls and closets are being installed in the majority of houses built to-day. The principal import is a quite good quality of porcelained bowl, purchased from American sources. One dealer stated that he had regular inquiries for American shower baths. The demand for bath tubs was less noticeable, probably because of the higher price. In commodities such as sanitary fixtures, nickel finishings are essential in all Spanish-American countries. Brass finishings are considered vulgar, and much of the Spanish-American's delight in his bathroom arises from his shining fixtures.

PAINTS AND VARNISHES

	1920	1921	1922
Paints and varnishes . . . . .	\$232,176	\$80,457	\$46,324

There is a much better market for paints and varnishes in the Dominican republic than the appearance of the leading towns would suggest. The business consists of a large trade in cold water paints, a considerable business in paint pastes, and a small but growing trade in mixed paints. In addition to this, there is a certain amount of specialty business, but of no great importance.

The cold water paints come in a wide range of colours, the Sherwin-Williams Company being one of the principal suppliers. These paints are for both interior and exterior uses, with the better grades reserved for interiors. These paints are barreled in blue, brown, flesh, pink and green tones. For exterior use the two ochres and green have the preference. They retail at about 7 cents per pound, and constitute by far the largest demand in the republic. Their cheapness effectively excludes better lines of kalsomine distempers. There is no small-packet trade of any importance in any gypsum or cold water paints.

In paint pastes, British goods are in a strong position, although they have been but recently reintroduced. Hubbuck's and Taylor's are on the market, and compete with one or two of the large American houses. A strong factor in the British paint trade is the overwhelming preference shown by Spanish-American merchants for British linseed oil. These merchants feel that the purchase of British linseed oil suggests the supply of colours from the same source.

In mixed paints, the market goes largely to American suppliers, principally the Sherwin-Williams Company, because of the convenience of the small containers and the well-considered advertising of these lines. While the market for mixed paints is not particularly large at present, it is growing constantly, and in time will be of sufficient importance to warrant investigation by Canadian exporters.

There are two paint specialties in the Dominican republic which command considerable business for interior work. These are both American. "Sapolin," an American enamel, is a great favourite for use on interior trim of all types, and has been made familiar through advertising. Another specialty which enjoys excellent sales is called "Wood-dye"; this latter product is principally



employed for the staining of floors. These two preparations replace varnishes to a considerable extent in the Dominican republic, and a fair market could be developed for supplementary paint specialties of similar type. A small container, and considerable advertising, however, would be essential.

#### BUILDERS' HARDWARE

Large stocks of builders' hardware are carried by the principal ironmongers, and a greater variety of every type of fitting is noted in Santo Domingo than in other parts of the Caribbean. Whereas in most small centres the business is strictly an indent business, on account of small orders, in Santo Domingo considerable imports of builders' hardware are made direct from the manufacturers. At present American types rule, and good business should await Canadian firms in a position to meet American prices.

#### REINFORCING RODS AND EXPANDED METAL

	1920	1921	1922
Reinforcing rods, expanded metal, etc. . . . .	\$269,134	\$717,604	\$72,165

There is very little sale for expanded metal in Santo Domingo. Reinforcing rods, on the other hand, are imported in considerable quantities. Both the twisted and straight rods are imported, largely from American sources. One contractor, in conversation with the writer, asked for Canadian quotations upon reinforcing rods, as American prices had been appreciating, and, in this gentleman's opinion at least, the quality had not improved with the increase in price. While native contractors are sparing and not over-intelligent in the use of rods, yet the extent of concrete construction promises a steady and growing market for this building accessory.

#### WIRE NAILS

	1920	1921	1922
Nails and tacks, etc. . . . .	\$128,470	\$71,449	\$35,009

Wire nails are all American in origin, largely coming from Pittsburgh, since the Gulf mills, which compete so strongly in Jamaica, have practically no connection with the Dominican republic. Several dealers asked for Canadian quotations on this commodity, and it is probable that in one or two cases orders might be obtained.

#### LOCK SETS

Cheap Continental lock sets are conspicuous by their absence, and almost every lock seen came from either one or two famous American manufacturers. The lock which sells is for attachment upon the surface of the door; a mortise lock will not sell at all. Offers of lock sets to Dominican importers could not be encouraged owing to the pre-eminence of the present supplies.

#### BOLTS AND NUTS, ETC.

All supplies of small miscellaneous hardware come from American sources. In addition to bolts, nuts and screws, there is a considerable sale for the vast range of small specialties which are akin to these products. As stated heretofore, it was interesting to note that the trade was sufficient to support direct purchases from the manufacturers.

An item of interest to Canadian manufacturers was horseshoe nails, for which a considerable market exists. Present supplies come from the Capewell Company, in 25-pound boxes, which were supplied in June at \$2.50 per box f.o.b. New York.



## THE IMPORT REQUIREMENTS OF HAITI

TRADE COMMISSIONER G. R. STEVENS

[Subjoined is the third of a series of reports on the Import Requirements of Haiti, founded on a recent tour of that republic by Mr. Stevens. The first, introductory to the series, was published in No. 1038; the second, on Food-stuffs, in No. 1339.]

### Foodstuffs—II

#### FISH

*Fish, Cured (other than Codfish).*—Of even greater importance than codfish in Haiti is the demand for alewives, a particularly fat herring which inhabits the eastern coastal waters of Canada. These barrelled herrings are imported in considerable quantities, some of the larger dealers handling several hundred barrels per month. The fish comes in the ordinary herring barrel in heavy brine. A good quality of fat fish is demanded. These herrings are largely sold in the markets which one finds in the centre of all Haitian towns, where the fish are split into small pieces, wrapped about with a bit of leaf or withe and distributed to consumers in pennyworths. Present imports are largely Canadian in origin, but are supplied by the same New York houses who job the codfish.

*Bloaters.*—Neither codfish nor alewife is predominant yet in Haitian favour among cured fishes. Every evening the small villages there are wrapped in the blue smoke of toasting bloaters. The bloater is ubiquitous in this republic, and occupies a superior position among imported fish. Why the hard-cured bloater should attain such extraordinary popularity in this single Caribbean state, and why no Canadian firm sells it, when almost every case imported bears the legend "Canada Mediums," is difficult to account for. Each box consists of from forty to fifty fish, amounting to about eighteen to twenty pounds gross. The smallness of this package is a considerable factor in sales, as it makes interior distribution easy. Canadian shippers with any quantity of this fish available should seek Haitian connections at once, as the New York fish houses handle bloaters in conjunction with other fish lines and do not give the market the same attention that an individual shipper could supply.

*Fish (Mild Cured).*—At present one of the more aggressive Haitian importers is endeavouring to introduce mild cured fish. Although handicapped by a high cold storage rate such fish are making progress, and the supplies are increasing with each shipment. This importer is willing to receive Canadian offers in finnan haddie, kippered herrings, and fletches and fillets of other mild cured fish.

*Fish (Tinned).*—The trade in tinned fish is seriously handicapped by the extremely heavy duties upon all tinned goods. Of the principal tinned fish, sardines is the most important. Due to the upper-class Haitian demand for the better qualities of this fish, the Canadian sardine will not sell at all; the poorer classes cannot afford tinned goods, and the upper classes insist upon Continental fish. The well-known Albert et Cie brand moves rapidly, due to the French tariff advantage, and this line obtains the bulk of the business. Very few Norwegian sardines are seen and no British tinned fish of any type, although small quantities of German fish were noticed in a few of the shops. Albert et Cie sells at 30 cents per tin, and only quantities commensurate with the best French sardines need be offered.

*Salmon.*—In Haiti all tinned fish pays from 7 cents to 9 cents per tin duty, irrespective of the size of the tin. It might be considered that this would favour

salmon against sardines; as a matter of fact the liking for Continental sardines is so strongly moulded that the duty plays no part at all except to add to the expense of the salmon. Importations are small, consisting largely of Alaska pinks in one-pound tall tins. The trade is distributed over a number of small dealers. No dealer could be found who cared to handle more than ten cases at a single shipment. On this account all salmon requirements are filled by the New York grocery houses, who supply fish of unknown origin under their own labels.

*Fish Specialties.*—Neither British nor Continental tinned fish specialties were particularly noticeable, and the trade in such lines is negligible.

#### FRUITS

*Fruits (Fresh).*—There is very little market for fresh fruits in Haiti. A few barrels of apples and occasional shipments of nursery fruits, notably grapes, constitute the entire demand.

*Fruits (Tinned).*—Haitians under ordinary circumstances eat practically no tinned fruits. The entire imports are for foreign consumption, except during the periods of fetes and fiestas when there is a considerable demand for Continental specialties. The tariff, which places a duty of 18 cents per tin on all fruits imported, is too great an encumbrance to this trade. Supplies for American consumption are largely imported through the marine commissariats, free of duty, making competition by independent importers impossible.

#### JAMS AND JELLIES

The duty on jams and jellies is 65 cents per pound. It was originally set as protection to the high-priced French jams of supreme quality. The French preference allowed these famous luxuries to be imported at a fraction of this tariff, and effectively stifled competition. At one time this extreme duty was not applied against American jams, which were treated as fruits, it being considered that the difference in quality was sufficient to consider them as a different article. On the protest of the French importers, however, the duties were removed and the business for all other nations was ended.

#### LARD

Lard is a staple in Haiti, and constantly increasing volumes are imported. The United States control this trade and probably will continue to do so. Armour's have a local branch, and this storeroom supplies a large proportion of the entire demand. In June this warehouse was offering cases of twenty 5-pound tins to the wholesale trade for \$21 American funds. There is no distinction between lard and lard compound in the tariff and no prejudice among consumers; either is imported accordingly as the price favours. The most important sales factor in lard is the container; the 3-pound and 5-pound buckets hold the field because of the value of the small buckets for culinary purposes. Unless Canadian exporters are in a position to meet the American packers, and equal the Americans in the differentials between small containers, it would be useless to attempt the Haitian market at present. Curiously enough, there are small imports of British lard of superb quality. This latter lard is handled by the fine groceries trade.

#### MACARONI

Macaroni assumes less importance in Haiti than in Spanish countries. The business is limited to 50- and 100-case lots; nevertheless, practically every merchant stocks such quantities, and the aggregate of such imports is considerable. At present the chief supplies seem to come from a Brooklyn company, whose 25-pound boxes are landed at a cost of about \$3.40 each.



## VERMICELLI

Vermicelli is more popular than macaroni, but fancy and specialty grades need not be offered. There is one local factory manufacturing limited quantities of vermicelli, without affecting the demand for imported supplies. Canadian houses in a position to compete should be able to arrange one or two good accounts in Haiti, through whom perhaps \$10,000 worth of business might be transacted in a normal year.

## MEATS

*Meats (Fresh).*—The imports of fresh meats into Haiti are negligible. Only Port au Prince may be reached by ships with cold storage facilities, and to date no trade of any importance has been developed with the capital. In addition, Haiti is the land of pigs and poultry, and the Haitian is not a heavy meat eater, being content with occasional small bits of pork or fowl. Haiti is particularly well supplied with turkeys, and the hills abound with guinea-fowl; these excellent birds supply a considerable portion of the meat consumed.

*Meats (Cured).*—There are fair imports of ham and bacon into Haiti. Every Haitian family plans on a ham for the New Year festival; with the wealthier classes, the demand is more or less constant throughout the year. Only the best grades of American hams are being imported at present. These are packed in heavy paper and cheese cloth, with burlap over the other packing; the wrapped ham is also dipped in tar. This is the alternative packing to the shavings and pepper packing which is in general use in the British West Indies. The trade is confined almost entirely to the upper classes and the foreign population, and the retail price is very high for the type of bacon provided. There would be very little trade available for Canadian exporters of this commodity.

*Meats (Tinned).*—The situation surrounding tinned meats is the same as for tinned fruits and vegetables, viz: such a high duty per unit tin has been placed on all products that the retail price is out of the reach of the consumer, and the entire business is negligible.

## MILK (CONDENSED)

The extreme duties operate against any rapid increase in the sale of condensed milk in Haiti: one hundred cases monthly will cover the entire requirements of the republic.

There is a very large consumption of low-quality ice cream and water ices in Haiti, and a market probably exists for milk and ice-cream powders, if they are sufficiently cheap to be within the reach of the street vendors.

## VEGETABLES

*Potatoes.*—The potato imports of Port au Prince amount to about 1,000 barrels monthly, and the outports receive proportionate quantities. This trade has been almost entirely with New York in the past, because of the poor services from New Orleans. With the advent of the two American Gulf lines, southern potatoes are beginning to arrive. During the past summer the cost has been around \$3.50 per barrel f.o.b. New York. At this price Canadian shippers could make money if the market were sufficiently large to attempt. However, the trade at present is not handled by the large merchant houses or wholesalers. It is a small unit trade of 50 barrels here and there, and is too liable to loss to suggest Canadian participation. While in Haiti in June, English and Dutch potatoes were ordered for direct delivery. Prices were considerably better than American prices, but as Dutch and British services make



many calls throughout the Caribbean before arriving at Port au Prince, it seems doubtful if this Continental potato business will develop.

*Onions.*—As in the Dominican republic, there is relatively better business for onions than for potatoes. Apart from garlic, Texas supplies nearly all the requirements at present. Texas onions are shipped in both barrels and crates, and have been routed via New York in the past. During June they were selling at \$2 per crate f.o.b. New York. This trade has never experienced serious competition from either Canadian or Continental supplies.

*Peas and Beans.*—Only small amounts are imported. There is considerable local production of a number of types of peas and beans, and the entire consumption does not rank with that of Spanish countries.

*Vegetables (Tinned).*—With the exception of a few Continental specialties, no sales of tinned vegetables of any importance can be recorded for Haiti. The duty is 10 cents per tin, and this is sufficient to shut out all supplies. One or two of the New York grocery houses are making a perfunctory effort to introduce their goods, but a tariff revision will be necessary before these foodstuffs can come into general use.

#### SOAP

The soap trade of Haiti reaches 6,000,000 pounds of soap yearly. Only the lowest grades of packing-house soaps have been sold in Haiti for many years. These brown soaps are cheap in price, but wasteful in use. Haiti is the land of blue drills and gray cottons, which require constant washing; for generations Haitian washerwomen have moulded their bit of packing-house soap into a ball for their own convenience. This softening is wasteful and is only possible with packing-house soaps. Nevertheless, year after year tremendous quantities of such soaps are imported, and higher grades of laundry soaps cannot obtain any footing in this market.

This brown packing-house soap comes in cases of 250 bars to the case. The original weight of each bar is supposed to be 320 grams, but experience shows that shrinkage to the amount of about 40 grams occurs before retail distribution. This loss is borne by the importers. These bars are twelve inches in length and roughly an inch square. As these bars are broken up into pieces of about two inches long for street sales, the length of the bar is a matter of importance. Formerly this bar was very much shorter, but competitors began lengthening the bar on account of the sales advantage, and this continued until an agreement was reached at the present length. In addition to the small pieces which are sold, balls of soap may be purchased from the same vendor. These balls consist of the scrapings from the edges of the long bars.

The principal soaps on the market at present are all American. Stanley's "Victory" soap and Fairbank's "Colobri" have probably 80 per cent of the business between them. During the past summer a dangerous competitor appeared in the Concentrated Oil Products Co. of New York, who have been underselling everybody. Armours formerly enjoyed a very good soap trade but have been less successful of late. Colgate has tried the Haitian market with two soaps of somewhat higher qualities but without success. The only better-quality soap which has been making any progress is the American "Palmolive," which is rapidly increasing its sales under aggressive representation. There is a small sale for "Lux" and practically none for "Sunlight" soap, although a representative of Lever Brothers made a personal survey of the market during the past year in an effort to introduce these products.

From the foregoing it will be evident that the introduction of a Canadian soap would be extremely difficult. The business has crystallized into a tradition,

and only by complying with this tradition could new goods be introduced. Another factor against Canadian participation in the market is that New York merchants are cognizant of the extent of the Haitian soap demand, and job lots of soaps of foreign origin are continuously being offered, which spoils the business to some extent for the manufacturers. However, in spite of these difficulties, any Canadian firm which can manufacture a product comparable to Fairbank's "Colobri" or Stanley's "Victory" at a comparable price can be assured of excellent business in Haiti, as the soap accounts are much sought after by local representatives, and the general merchant is usually extremely willing to try new lines.

## MAILS TO WEST INDIES, CENTRAL AND SOUTH AMERICA

The Post Office Department has furnished a table of sailings from which the following information for the guidance of Canadian firms writing to these areas has been compiled:—

Correspondence for the West Indies is forwarded by direct Canadian steamers or via New York, whichever route will give a quicker despatch, although letters marked for transmission by either route are forwarded in accordance with the endorsement.

Letters for Central America are forwarded via New York, with the exception of letters for British Honduras specially addressed "Via Halifax."

Letters for South American countries generally are also forwarded via New York, unless specially addressed "Via Halifax."

Following are the probable mails for the balance of the month of January "Via New York";

*For*

Antigua, Dominica, Montserrat, St. Kitts-Nevis ..	12, 17, 26, 30.
Argentina ..	9, 12, 19, 26.
Bahamas ..	11, 18, 19, 25.
Barbados, Guadeloupe and Martinique ..	12, 17, 26, 30.
Bermuda ..	9, 12, 26.
Bolivia and Chile ..	10, 18, 24.
Brazil, North ..	} 10, 12, 15, 19, 20, 26, 30.
Brazil, South ..	
Colombia ..	10, 15, 24, 25, 31. Every Wednesday.
Costa Rica ..	Every Wednesday and Saturday.
Curacao ..	12, 19, 26.
Dominican Republic ..	11, 12, 19, 23, 25.
Ecuador ..	9, 10, 15, 16, 18, 23, 24, 25, 30, 31.
Haiti ..	11, 15, 18, 25.
Honduras ..	9, 10, 12, 15, 16, 18, 23, 24, 25, 26, 30, 31.
Grenada, St. Vincent, Guiana, Trinidad ..	16, 17, 29, 30.
Guadeloupe and British Honduras ..	12, 17, 26, 30.
Jamaica ..	Every Wednesday. 11, 12, 18, 25, 26.
Mexico ..	Every Thursday.
Nicaragua ..	9, 10, 15, 16, 18, 23, 24, 25, 30, 31.
Panama and Canal Zone ..	9, 10, 15, 16, 18, 23, 24, 25, 30, 31. Every Wednesday and Saturday.
Paraguay ..	12, 19, 26.
Peru ..	10, 18, 24.
Porto Rico ..	Every Saturday. 12, 19, 26.
Salvador ..	9, 10, 12, 15, 16, 18, 23, 24, 25, 26, 30, 31.
Saba, St. Croix and St. Thomas ..	Every Saturday. 9, 10, 12, 17, 24, 26, 30.
Turk's Island ..	11, 12, 23, 25.
Uruguay ..	9, 12, 19, 26.
Venezuela ..	12, 19, 26.

## TENDERS INVITED

## Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne and the Commonwealth Postmaster General's Department at Sydney, New South Wales. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa.

Tenders in conformity to the specifications should be addressed, respectively, to the Secretary, Victorian Government Railway Department, Melbourne, Australia, and the Deputy Postmaster General, Sydney, New South Wales.

Particulars of the requirements are briefly outlined thus:—

## VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of closing	Particulars
36781	Feb. 13, 1924.	Supply and delivery of one turbine centrifugal extractor complete with tools and accessories, as specified.
36782	Feb. 13, 1924.	Supply and delivery of 120 solid drawn copper flue tubes, to drawing and as specified.

## POSTMASTER GENERAL'S DEPARTMENT

N.S.W. 74	May 22, 1924.	Supply and delivery, or alternatively, supply, delivery and supervision of installation of automatic switchboards together with all associated apparatus, to drawings and as specified.
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## New Zealand

Copies of plans and specifications have been received from Mr. W. A. Beddoe, Canadian Trade Commissioner at Auckland, N.Z., for equipment for the Public Works Department, Wellington, and the post and Telegraph Department, Wellington. These plans and specifications are open for inspection at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, and the Stores Manager, Post and Telegraph Department, Wellington, in accordance with these specifications.

## PUBLIC WORKS DEPARTMENT

No.	Date of closing	Particulars
S.M. 182	Feb. 5, 1924.	One 20-ton hand operated crane and runway complete in accordance with specifications and drawings.

## POST AND TELEGRAPH DEPARTMENT

C.S. 178/566	Jan. 23, 1924.	5 tons houseline, 3 ply, for cable hangers, to specification and drawings.
C.S. 178/567	March 5, 1924	90,000 bridle rings, three sizes, vitreous enamelled, to sample, as specified.



## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 31, 1923.

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 31, 1923. Those for the week ending December 24 are also given for the sake of comparison.

	Parity		Week ending Dec. 24, 1923.	Week ending Dec. 31, 1923.
Britain .. . . .	£ 1.00	\$4.86	\$4.4540	\$4.4292
France .. . . .	Fr. 1.	.193	.0521	.0522
Italy .. . . .	Lire. 1.	.193	.0444	.0443
Holland .. . . .	Florin. 1.	.402	.3887	.3890
Belgium .. . . .	Fr. 1.	.193	.0466	.0459
Spain .. . . .	Pes. 1.	.193	.1334	.1320
Portugal .. . . .	Esc. 1.	1.08	.0410	.0384
Switzerland .. . . .	Fr. 1.	.193	.1790	.1790
Germany .. . . .	Mk. 1.	.238	....	....
Greece .. . . .	Dr. 1.	.193	.0205	.0230
Norway .. . . .	Kr. 1.	.263	.1519	.1501
Sweden .. . . .	Kr. 1.	.263	.2703	.2711
Denmark .. . . .	Kr. 1.	.268	.1820	.1816
Japan .. . . .	Yen 1.	.498	.4820	4.7660
India .. . . .	R. 1.	2s.	.3250	.3248
United States .. . . .	\$ 1.	\$1.00	1.0256	1.0250
Mexico .. . . .	\$ 1.	.498	....	....
Argentina .. . . .	Pes. 1.	.424	.3307	.3280
Brazil .. . . .	Mil. 1.	.324	.09871	.1037
Roumania .. . . .	Lei 1.	.198	....	....
Jamaica .. . . .	£ 1.	4.86	4.4704	4.4575
British Guiana .. . . .	\$ 1.	1.	} .9025—.9346	} .9084—.9378
Barbados .. . . .	\$ 1.	1.		
Trinidad .. . . .	\$ 1.	1.		
Dominica .. . . .	\$ 1.	1.		
Grenada .. . . .	\$ 1.	1.		
St. Kitts .. . . .	\$ 1.	1.		
St. Lucia .. . . .	\$ 1.	1.		
St. Vincent .. . . .	\$ 1.	1.		
Tobago .. . . .	\$ 1.	1.		
Shanghai, China .. . . .	Tael 1.	.708	.7525	.7444
Batavia, Java .. . . .	Guilder 1.	.402	.3820	.3818
Singapore, Straits Settlements .. . . .	\$ 1.	.567	.5333	.5330

## OCEAN MAIL SERVICES

With mails for	Steamer	Sailing from	Date
Great Britain and Countries via Great Britain.	†Paris .. . . .	New York .. . . .	Jan. 16
“ “ “ “	-Marburn .. . . .	St. John .. . . .	Jan. 16
“ “ “ “	†Mongolia .. . . .	New York .. . . .	Jan. 17
“ “ “ “	†President Roosevelt .. . . .	New York .. . . .	Jan. 19
“ “ “ “	:Antonia .. . . .	Halifax .. . . .	Jan. 21
“ “ “ “	Montlaurier .. . . .	St. John .. . . .	Jan. 25
“ “ “ “	†Aquitania .. . . .	New York .. . . .	Jan. 26
“ “ “ “	Canada .. . . .	Halifax .. . . .	Jan. 27
Union of South Africa .. . . .	*New Columbia .. . . .	St. John .. . . .	Jan. 20
Germany .. . . .	*Bosworth .. . . .	St. John .. . . .	Jan. 19
Bermuda, Leeward Islands, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, British Guiana, Venezuela.	Chignecto .. . . .	Halifax .. . . .	Jan. 18
St. Kitts, Antigua, Barbados, Trinidad, British Guiana .. . . .	*Canadian Otter .. . . .	Halifax .. . . .	Jan. 25
Bermuda, Bahamas, Jamaica, Colombia, British Honduras .. . . .	*Canadian Fisher .. . . .	Halifax .. . . .	Jan. 31
Bermuda, Barbados, Trinidad, British Guiana .. . . .	*Berwyn .. . . .	St. John .. . . .	Jan. 15
China and Japan .. . . .	Empress of Australia .. . . .	Vancouver .. . . .	Jan. 17
“ “ “ “	President Jefferson .. . . .	Victoria .. . . .	Jan. 21
Japan only .. . . .	Yokohama Maru .. . . .	Victoria .. . . .	Jan. 23
“ “ “ “	Arabia Maru .. . . .	Victoria .. . . .	Jan. 26
Australia and New Zealand .. . . .	†Tahiti .. . . .	San Francisco .. . . .	Jan. 25

† Letter mail only. \* Parcel Post and specially addressed correspondence only.

Letter and paper mail only. -Papers, parcel post and specially addressed correspondence only.

: The Antonia will also be used for direct mail for the continent including direct parcel post to France.

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

1. A firm in Tunis wish to act as agents, or buy direct, from Canadian exporters of food products.

2. HAMS; SAUSAGES.—A Tunisian firm wish to communicate with Canadian producers and exporters.

3, 4. Two firms in Tunis wish to communicate with Canadian exporters.

5. A commission agent who has recently started business in Demerara, British Guiana, desires to be put in touch with a Canadian export house dealing in foodstuffs, who is not represented in that colony.

6. CEREALS, ETC.—A firm in Breda would like to hear from Canadian concerns desirous of developing the market in the Netherlands for cereals, flour, oatmeal, food products, dried fruits, etc., with a view to representation.

7. A French firm desire to be put in touch with Canadian exporters of ham, lard, sausages, condensed milk, corned beef, granulated sugar, fruits, etc.

8. BUTTER.—A well-connected French firm want quotations.

9. CANNED GOODS AND VEGETABLES.—Import house in Java desire c.i.f. quotations Sourabaya and samples.

10. CANNED GOODS.—A firm of agents in Paris wish to get into touch with exporters of dried milk, canned fish, fruit, not yet represented in France.

11. SALMON (CHUM).—General import house in Singapore desire to represent cannery. Quotations in sterling.

12. DEHYDRATED FRUIT AND VEGETABLES.—Old-established import house in Singapore desire samples and c.i.f. prices be sent.

13. FISH, ETC.—An old-established firm in Tunis are desirous of acting as agents of exporters of canned salmon, lard and sausages.

14. CONDENSED MILK.—A Tunisian firm desire to act as agents of exporters.

### Miscellaneous

15. HOSIERY.—An agent in Paris wishes terms and prices for district agency in hosiery and underwear in cotton, wool and silk; also mixed wool and silk.

16. TEXTILES; LEATHER.—A firm in Tunis wish to import textiles, silks, and manufactured leather goods.

17. ESSENTIAL OILS.—Quotations on or agency arrangement with Canadian exporters are desired by broker in West of England in lubricating, paint and essential oils.

18. OILS.—Quotations for B.P. white and technical white oils in carload lots desired by Bristol broker, or would represent Canadian exporters.

19. PARAFFIN WAX.—Bristol broker desires quotations c.i.f. Avonmouth for paraffin wax and paraffin scale. Agency arrangements entertained.

20. PETROLEUM JELLY.—Bristol broker desires quotations for petroleum jelly in carload lots: 65 barrels of 4½ cwt. to the carload.

21. GRAPHITE.—Quotations on 10-ton lots of graphite are requested by a broker in the West of England.

22. TIMBER.—An important French firm want to receive c.i.f. quotations.

23. WOOD.—French firm want direct quotations on building lumber.

24. **BOX SHOOKS.**—A London firm, who claim an established connection among United Kingdom users of box shooks, are desirous of securing the agency of Canadian manufacturers in a position to fill export orders regularly.

25. **SOUNDING BOARDS.**—A firm in Berlin are desirous of receiving quotations from manufacturers of sounding boards for pianos made of pine wood.

26. **CLOTHES PEGS.**—A Glasgow firm of exporters and importers wish to be put in touch with producers of clothes pegs with the object of securing the sole rights of distribution for Scotland and Ireland for an important manufacturer.

27. **WOODENWARE.**—An importing house in South Wales desire to obtain offers of supplies from Canadian manufacturers of hickory and maple miners' handles, broom handles, turned clothes pegs, and washing boards.

28. A firm in Tunis would like to open up business connections in food products, textiles, and chemicals.

29. **HEAVY CHEMICALS.**—Quotations on heavy chemicals of all types are asked for by a Bristol broker. Would act as agent.

30. **WOOD CHEMICALS.**—General quotations for wood chemicals, including wood tar in barrels, are desired by a Bristol broker.

31. **TRANSMISSION PULLEYS.**—A French firm in LeMans wish to obtain supplies.

32. **ROLLING STEEL BLINDS.**—An Antwerp firm desire to establish relations with manufacturers.

33. **INCANDESCENT GAS MANTLES.**—Glasgow firm desire to hear from Canadian manufacturers.

34. A firm in Tunis wish to buy direct typewriting machines, sewing machines, bicycles and phonographs.

35. **AGRICULTURAL MACHINERY, ETC.**—A well-established firm in Tunis are willing to act as agents for Canadian exporters of agricultural machinery, automobiles, and typewriting machines.

36. **PUMPS, ETC.**—A commission agent in Ghent desires to represent Canadian manufacturers of all kinds of pumps, compressors, tubes and fittings for gas, steam and water; also motors for kerosene and petrol.

37. **OPTICAL GOODS.**—A Belgian dealer in optical goods and scientific instruments desires prices and catalogues from Canadian manufacturers.

38. **CALENDARS.**—A manufacturers' agent in Newfoundland desires an agency in that territory to represent Canadian manufacturers of calendars.

39. **LEAF TOBACCO.**—The French State wishes to receive lowest quotations on Canadian leaf tobacco; also samples of tobacco not included in Canadian exhibit.

40. **LEAF TOBACCO.**—A very important Belgian firm desire to receive quotations and samples on leaf tobacco. State quantities available, and all useful information.

**Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.**



## PROPOSED SAILINGS FROM CANADIAN PORTS

*Subject to change without notice. The sailing dates are approximate.*

### From St. John

To LIVERPOOL.—Montcalm\*, Jan. 11; Montlaurier\*, Jan. 25; Metagama\*, Feb. 1; Montrose, Feb. 15—all of the Canadian Pacific Steamships, Ltd.

To LONDON.—Hastings County, Intercontinental Transports, Ltd., Jan. 26; Appomattox†, Furness Line, Feb. 6.

To LONDON AND HULL.—Ariano†, Jan. 9; Comino†, Jan. 23—both of the Manchester Line; Appomattox†, Furness Line, Feb. 6.

To LONDON AND ANTWERP.—Balfour†, Canadian Pacific Steamships, Ltd., Jan. 10; Canadian Ranger, Canadian Government Merchant Marine, Jan. 16.

To ANTWERP.—Minnedosa\*, Canadian Pacific Steamships, Ltd., Jan. 31; Essex County, Intercontinental Transports, Ltd., Feb. 12.

To LONDON AND HAMBURG.—Ariano†, Furness Line, Jan. 9; Grey County†, Intercontinental Transports, Ltd., Jan. 15; Bosworth, Canadian Pacific Steamships, Ltd., Jan. 19; Hastings County, Intercontinental Transports, Ltd., Jan. 26; Bothwell†, Canadian Pacific Steamships, Ltd., Jan. 30.

To GLASGOW.—Parthenia†, Anchor-Donaldson Line, Jan. 11; Marburn\*, Canadian Pacific Steamships, Ltd., Jan. 16; Bawtry†, Canadian Pacific Steamships, Ltd., Feb. 2.

To GLASGOW AND AVONMOUTH.—Kastalia†, Anchor-Donaldson Line, Jan. 11; Cabotia†, Anchor-Donaldson Line, Feb. 1; Lakonia†, Anchor-Donaldson Line, Feb. 15.

To SOUTHAMPTON.—Minnedosa\*, Canadian Pacific Steamships, Ltd., Jan. 31; Melita\*, Canadian Pacific Steamships, Ltd., Feb. 14.

To MANCHESTER.—Manchester Producer, Jan. 12; Manchester Regiment, Jan. 26—both of the Manchester Line.

To AVONMOUTH.—Parthenia, Cunard Line, Jan. 11; Canadian Transporter, Canadian Government Merchant Marine, Jan. 20.

To CARDIFF AND SWANSEA.—Canadian Commander\*, Canadian Government Merchant Marine, Jan. 11; Canadian Leader\*, Canadian Government Merchant Marine, Jan. 25.

To BELFAST AND DUBLIN.—Torr Head, Head Line, Jan. 24.

To ROTTERDAM.—Lisgar County, Jan. 15; Porsanger, Jan. 31—both of the Intercontinental Transports, Ltd.

To HAMBURG.—Porsanger, Intercontinental Transports, Ltd., Jan. 31.

To HAVRE.—Lisgar County, Jan. 15; Hastings County, Jan. 26—both of the Intercontinental Transports, Ltd.

To SCANDINAVIAN AND BALTIC PORTS.—Delaware, Scandinavian-American Line, Jan. 10; Arkansas, Scandinavian-American Line, Feb. 8.

To AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—Trevose, New Zealand Shipping Co., Ltd., Jan. 18.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn†, Canadian Pacific Steamships, Ltd., Jan. 15; Borden†, Canadian Pacific Steamships, Ltd., Feb. 5.

To SOUTH AFRICAN PORTS, CAPE TOWN, ALGOA BAY, EAST LONDON, DURBAN AND DELAGOA BAY.—New Columbia, Elder Dempster & Co., Jan. 15.

### From Halifax

To LIVERPOOL.—Canada\*, Jan. 27; Regina\*, Feb. 17—both of the White Star-Dominion Line.

To MANCHESTER.—Manchester Producer, Jan. 12; Manchester Regiment\*, Jan. 26—both of the Manchester Line.

To LONDON AND HULL.—Ariano, Jan. 9; Comino, Jan. 23; Appomattox†, Feb. 6—all of the Furness Line.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter, Canadian Government Merchant Marine, Jan. 11.

To BERMUDA, NASSAU, KINGSTON AND BELIZE.—Canadian Forester, Canadian Government Merchant Marine, Jan. 10; Canadian Fisher, Canadian Government Merchant Marine, Jan. 31.

To CUBA AND JAMAICA.—Caledonia, Pickford & Black, Jan. 16.

To PLYMOUTH, CHERBOURG AND LONDON.—Antonia, Cunard Line, Jan. 21; Andania, Cunard Line, Feb. 18.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Canadian Pioneer, Canadian Government Merchant Marine, Jan. 22.

\* Cold storage.

† Sirocco fans.

### From North Sydney, N.S.

To NEWFOUNDLAND.—Kyle, Newfoundland Government Railway Commission, tri-weekly (Tuesday, Thursday and Saturday).

### From Vancouver

To AVONMOUTH AND GLASGOW.—Canadian Transporter\*, Canadian Government Merchant Marine, Jan. 20.

To LIVERPOOL, LONDON, ROTTERDAM AND ANTWERP.—Loch Katrine, Royal Mail Steam Packet Co., late January; Drechtdyk, Holland-American Line, middle of February.

To GLASGOW AND LIVERPOOL.—Author, Harrison Direct Line, about Jan. 10.

To LIVERPOOL, LONDON, ROTTERDAM AND ANTWERP.—Moerdyk\*, Holland-American Line, early January; Loch Katrine, Royal Mail Steam Packet Company, late January; Drechtdyk, Royal Mail Steam Packet Company, middle of February.

To BORDEAUX, HAVRE AND ANTWERP.—Iowa, French Line, Jan. 12; a steamer, French Line, February.

To AUCKLAND, MELBOURNE AND SYDNEY.—Hauraki, Canadian-Australasian Royal Mail Line, Jan. 20; Waiotapu, Canadian-Australasian Royal Mail Line, Jan. 21.

To SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Traveller, Canadian Government Merchant Marine, Feb. 20.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Feb. 8.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Empress of Australia, Canadian Pacific Steamships, Ltd., Jan. 17.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Achilles, Jan. 17; Philoctetes, Feb. 7—both of the Blue Funnel Line.

To YOKOHAMA, KOBE, SHANGHAI AND HONG KONG.—Empress of Australia, Canadian Pacific Steamships, Ltd., Jan. 17.

To YOKOHAMA, KOBE, MOJI, SHANGHAI AND NAGASAKI.—Arabia Maru, Osaka Shoshen Kaisha Line, Jan. 17; Manila Maru, Osaka Shosen Kaisha, Feb. 8; Hawaii Maru, Osaka Shoshen Kaisha, Feb. 12.

To YOKOHAMA AND KOBE.—Tokiwa Maru, Nippon Yusen Kaisha Line, Jan. 17.

To YOKOHAMA, KOBE, NAGASAKI AND SHANGHAI.—Empress of Asia, Canadian Pacific Steamships, Ltd., Feb. 7.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Shidzuoka Maru, Jan. 3; Yokohama Maru, Jan. 23—both of the Nippon Yusen Kaisha Line.

To YOKOHAMA AND SHANGHAI.—Canadian Seigneur, Canadian Government Merchant Marine, Jan. 25.

To YOKOHAMA.—Canadian Britisher, Canadian Government Merchant Marine, Feb. 25.

To BORDEAUX, HAVRE AND ANTWERP.—Maryland, Jan. 27; Hudson, Feb. 11—both of the French Line.

### From Victoria

To GLASGOW AND LIVERPOOL.—Author, Harrison Direct Line, about Jan. 11.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Feb. 9.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Achilles, Jan. 31; Philoctetes, Feb. 21—both of the Blue Funnel Line.

To YOKOHAMA, KOBE, SHANGHAI, HONG KONG AND MANILA.—President Jackson, Jan. 9; President Jefferson, Jan. 21; President Grant, Feb. 2; President Madison, Feb. 14—all of the Admiral Oriental Line.

To YOKOHAMA, KOBE, SHANGHAI AND HONG KONG.—Empress of Australia, Canadian Pacific Steamships, Ltd., Jan. 17.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Empress of Russia, Canadian Pacific Steamships, Ltd., Dec. 27.

\* Cold storage.

† Sirocco fans.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report re Mail Subsidies and Steamship Subvention. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e)

NOTE.—Publications of the Commercial Intelligence Service are free, on request, to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly, (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Imports into Canada from United States (1921). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Market of British Malaya (1923). (Price 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Overseas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile : Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru : Its Development and Commercial Opportunities (1923). (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with China and Japan (1914). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.



## COMMERCIAL INTELLIGENCE SERVICE

(For List of Canadian Trade Commissioners and Commercial Agents, see back page)

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### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

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#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

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#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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### ENLARGED CANADIAN TRADE INTELLIGENCE

Under an arrangement made by the Minister of Trade and Commerce with the Secretary of State for the Colonies, the services of the British Commercial Diplomatic Officers, as well as those of British Consuls, will be available for Canadian firms, who are at liberty to apply direct to them for information as to the possibilities of sale of Canadian products, the method under which business is conducted, and the best means of getting into touch with markets. The arrangement referred to applies to all countries in which Canada is not represented by her own Commercial Intelligence Service.

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### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

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### BRITISH TRADE COMMISSIONERS SERVICE

In connection with the British Trade Commissioners Service which is now established in British possessions overseas, the British Government has placed the services of the Trade Commissioners at the disposal of Canada, especially in those overseas British possessions where Canada has no representatives of its own.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires, *Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

#### Brazil

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

#### Brazil

Acting Trade Commissioner. Address for letters—Caixa Postal 2164, Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhuspladsen 45, Copenhagen. *Cable Address, Canadian.* (Territory covers Denmark, Norway, Sweden and Finland.)

#### France

Hereule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam, *Cable Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan. *Cable Address, Canadian.*

#### Jamaica

G. R. Stevens, 17 Port Royal street, Kingston. (Territory covers Jamaica, Cuba, and the other countries bordering on the Caribbean sea.) *Cable Address, Cantracom.*

#### Japan

A. E. Bryan, 504 Osaka Shosen Kaisha Building, Kobe. *Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements. British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Ireland.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City *Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

#### Norway and Denmark

C. E. Sontum, Grubbegd, N. 4, Christiania, Norway. *Cable Address, Sontums.*

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain, Trinidad.

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# Commercial Intelligence<sup>49</sup> Journal

Vol. XXX

January 12, 1924

No. 1041

Business and Financial Conditions in Australia  
Australian Woollen and Tweed Industry Conditions  
Market for Inside Lighting Apparatus in New Zealand  
The Financial and Business Situation in Germany  
Honey Market Requirements in the West of England  
Import Needs of Haitian and Dominican Republics  
Trade Inquiries for Cereals and Footstuffs (various);  
Wool; Lumber; Wood Pulp; Woodenware; Leather;  
Leaf Tobacco; Agricultural Machinery; Hardware; Etc.

DEPARTMENT OF TRADE AND COMMERCE  
OTTAWA, CANADA

MINISTER  
HON. THOS. A. LOW

DEPUTY MINISTER  
F. C. T. O'HARA

COMMERCIAL INTELLIGENCE SERVICE  
H. R. POUSSETTE, Director



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# Commercial Intelligence Journal

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Ottawa

January 12, 1924

No. 1041

## EXTENSION COURSES IN EXPORT TRADE

Manufacturers and exporters are reminded of the Extension Course in Export Trade which is to be held afternoons and evenings at the University of Toronto from January 21 to February 1, 1924. Those who intend to take this course, and have not already made application for enrolment, should lose no time in doing so.

A course will also be conducted at L'Ecole des Hautes Etudes Commerciales, Montreal, beginning on February 11.

## BUSINESS AND FINANCIAL CONDITIONS IN AUSTRALIA

Mr. D. H. Ross, Canadian Trade Commissioner in Melbourne, sends the following cable under date January 7, 1924, respecting business and financial conditions in Australia:—

"Generally Australia in 1923 enjoyed prosperous trading conditions when compared with varied experiences of other countries. The new year opened auspiciously by improved climatic conditions in New South Wales and Queensland through generous rains over extensive parched areas in these states. Australian money market has hardened and in recent months has lost its buoyancy, but Government and industrial stocks are in fair demand; banks are curtailing advances, being handicapped by large accumulations in London impossible of being remitted to Australia under present conditions. Commonwealth customs revenue for six months ended December aggregated £17,759,920, being increase of £1,311,310 over similar period of 1922 and exceeding estimates by £2,934,420. New wheat quoted to-day 4s. 6½d. per bushel free aboard; flour in 150-pound sacks at £9 10s. per ton, but tonnage difficult to obtain especially for Africa and Egypt. Through continued depreciation of sterling exchange, Australian importers of Canadian and American goods withholding orders, being perplexed in estimating landed costs; inversely the low quotations of British currency now prevailing materially assist purchasing wool and other commodities for shipment to North America. Importations continue upon extensive scale. Wool in active demand with hardening prices. Trade prospects considered up to normal and generally outlook reassuring."

## FRENCH CUSTOMS DUTY ON WHEAT REDUCED

Mr. Hercule Barré, Canadian Government Trade Commissioner in Paris, cables that the French customs duty on wheat has been reduced from 14 francs per 100 kilogs. to 7 francs per 100 kilogs. for a period not exceeding August 1, 1924. A decree to this effect was published in the *Journal Officiel* on January 7.



## WOOLLEN AND TWEED MILLS IN AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Melbourne, December 4, 1923.—Wool is the chief factor in the pastoral wealth of Australia, the bulk being exported, but in recent years there has been a marked development in both the number of woollen mills in the Commonwealth and in the value of their production. Up to the end of 1922 there were thirty-six woollen mills in Australia, some with most modern and extensive plant and equipment, of which nineteen were in the State of Victoria (the greater number in the vicinity of Melbourne). Some more mills are in process of erection, and—with admittedly wool of world-wide reputation almost at the mill doors—the outlook for remunerative manufacturing appeared attractive to investors. Wholesalers handling woollen goods predicted the ultimate production would be so large that it would be imperative to find oversea markets in order to keep the plants working to a payable capacity. The production consists chiefly of tweeds, dress materials, blankets, rugs, shawls, underwear, knitted garments and hosiery of every description, all of which have acquired a reputation for purity and durability.

### THE WOOLLEN AND WORSTED INDUSTRY IN AUSTRALIA

For the first time since the termination of the great war—more especially during the last six months—Australian manufacturers of woollen and worsted goods have not enjoyed the pressure of orders and consequent prosperity experienced in the previous seven years. To some extent, the increase in the number of factories may have a bearing on the situation, but the principal cause of the present depression in domestic woollen industries is attributed to the stagnation in similar industries in the United Kingdom, which has caused cheap lines of goods to be landed—duty paid—at principal Commonwealth importing centres, at prices almost below the cost of Australian manufacture. Overproduction is also a factor, as there are approximately twenty plants manufacturing tweeds, flannels, blankets and rugs; twelve plants making worsteds, and eleven factories making both worsted and woollen goods of varied character. This development is rapidly overtaking the domestic demand, and it is generally conceded that the time is not far distant when the well-equipped and extensive woollen mills in Australia will be in a position to supply practically every ordinary trade requirement within the Commonwealth. Hence it is obvious that unless markets can be found in other countries, the internal competition will become so great that the financially weak mills will be put out of business.

It is interesting to observe that several of the most successful woollen companies in England have erected fine factories in Victoria and Tasmania, the states climatically most suitable for the industry. These mills are equipped with the latest machinery, appliances and methods of production, and—in the judgment of experts—they are turning out materials in every way equal to that of old-established British manufacture.

A financial corporation in Sydney is now endeavouring to form a chain of mills in various inland Australian towns. One mill is to be erected at Albury, the border town of New South Wales and Victoria. Investors naturally are watching the results of the new woollen enterprises before rushing for shares in companies now being promoted. For the present, a number of mills are short of orders (which recurrence must be anticipated from time to time), but generally the dry goods trade throughout Australia has been depressed in recent months, chiefly through unusually low temperatures, and the allied woollen industry has thus been affected.



## AUSTRALIAN HOSE AND HALF-HOSE

Despite the admitted excellence in qualities of Australian hosiery, this section of the knitting trade has been at a standstill for some time past. For the time being, several factories have been compelled to discontinue operations entirely; a few have gone into liquidation; others have shown heavy losses on last year's trading: hence there is every indication that reorganization of even some of the larger plants will soon become imperative. In a country with abundance of the finest raw materials extant, with well-equipped plants and economical manufacturing facilities, this result appears, on the face of it, anomalous.

In cashmere hosiery the slackness of trade is attributed—rightly or wrongly—to the dumping of English goods on the market at prices considerably lower than Australian manufacturers can produce at. Those in the trade state that this is due to the fact that Leicester mills are not using English yarn, but are importing yarn from the Continent, where they spin from a lower quality of wool, besides enjoying another advantage in exchange.

This week manufacturers are interviewing the Tariff Board with a view to applying anti-dumping regulations, and doubtless will importune the Government to increase the customs duty on hosiery at the next session of Parliament, but with what success, in either case, remains to be demonstrated.

## UNDERWEAR FOR MEN AND WOMEN

Up to a few months ago the domestic demand for woollen underwear was active, and the trade was in a flourishing condition. Australian factories admittedly excel in this class of goods, from the cheaper and medium grades up to superior qualities. Like other sections of the woollen industry, manufacturers are now satisfied to accept almost any price to keep their machines running, with the desire to retain the services of skilled operatives, and with the hope of a trade revival. The want of orders has resulted in an all-round price-cutting competition, which now leaves manufacturers without profit, and obviously these conditions cannot continue.

## KNITTED GARMENTS

Prospects for the winter season of 1924 (May to September) are favourable for Australian manufacturers of knitted garments which still continue in popular demand. Recently the trade has been somewhat depressed, primarily through an adverse season. In many instances knitted dresses, sports coats and other articles of feminine apparel are made by smaller factories to individual measurements. These garments, depending upon the season for which they are required, are spun from silk, artificial silk and wool yarns.

## AUSTRALIAN MANUFACTURERS STUDYING CANADIAN REQUIREMENTS

In recent weeks inquiries have been made at this office by interested Australian manufacturers for statistical and other data relative to the importations of woollen goods—from all countries—into Canada, and the information supplied appeared to be appreciated. The fact of the existing depression in their industry was not concealed, and the necessity of finding oversea markets was stressed in view of the domestic demand being rapidly overtaken, combined with the prospective accentuated competition of new mills in course of construction.

## AUSTRALIAN FLAX INDUSTRY

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, November 26, 1923.—The following particulars, obtained in the course of recent inquiries as to the possible demand for flax machinery and appliances in Australia, are submitted for the information of Canadian manufacturers and others interested in the industry.

Flax has been intermittently grown in Australia for the past twenty years, principally in the State of Victoria, where climatic and general conditions were found the most suitable. As far back as 1907, the Commonwealth Government provided for the payment of a bounty of 10 per cent of the market value of all flax products, but the low returns for fibre—about £45 per ton—prevented the extension of the industry, and on July 1, 1917, the bounty provisions expired. At the end of 1917, however, the shortage of flax fibre in the world had become acute, and at the suggestion of the British Government that flax-growing be encouraged in British Dominions, the Commonwealth Government gave a guarantee of £5 per ton for flax of specified standard grown in 1918. Further guarantees of £6 for 1919, 1920 and 1921, and £5 for 1922, were later given by the Commonwealth Government. Under the impetus of the bonus and the high market prices prevailing, the acreage under cultivation in Victoria rose from 419 in 1917 to 2,000 in 1920, but dropped in 1922 to 918 acres. As the bonus was withdrawn for the 1923 crop, practically no seed was sown. At present, including experimental plots, it is doubtful if ten acres in the whole of Australia are under cultivation, and prospects of successfully establishing the industry in the Commonwealth have correspondingly decreased.

The factors militating against the industry in Australia are the high cost of production and the great distance from markets. There are no flax-spinning mills in Australia, hence the only outlet for the fibre is in the United Kingdom, in the markets of which Australian flax has no chance of competing with supplies from other sources where labour is cheaper and from which much less freight has to be paid. It costs about £60 to produce a ton of fibre in Australia at the present time, including seed, tow, and other by-products. Freight to the United Kingdom is about £10 per ton. At the present price of about £75 per ton c.i.f. Dundee, for the best flax, the margin of profit is too small to encourage the industry in Australia, hence it has been relinquished in favour of more remunerative crops.

It is understood that capital is available for spinning mills in Australia, if sufficient acreage is sown to warrant their erection, but the farmer will not sow unless the mills are available and a price is guaranteed, hence a deadlock has been created. Nevertheless, efforts are still being made to induce cultivation, mainly in the States of Victoria and Tasmania, although other states, Western Australia, South Australia and New South Wales, are also interested in the industry.

In Victoria, the Victorian Flax Committee, Victoria Barracks, St. Kilda Road, Melbourne, an official organization brought into existence by the payment of the Commonwealth bounty referred to, is still active despite the discouraging outlook. In Tasmania, Mr. J. Moore Robinson, Librarian and Publicity Officer, Chief Secretary's Department, Hobart, is reported to be keenly interested in the development of the industry in that state, and to be forming a company, with the sanction of his Government, to further that object.

### IMPROVED MACHINERY

In Western Australia, South Australia and New South Wales, the Department of Agriculture in each would be interested in any appliance which would lessen the cost of production and allow local industries to be devel-



oped. These departments are located at Perth, Western Australia; Adelaide, South Australia; and Sydney, New South Wales, respectively. Mr. Stirling Taylor, director, Commonwealth Bureau of Commerce and Industry, 391 Bourke street, Melbourne, has also expressed a desire to receive full details of any such machinery or appliances.

Those with a knowledge of the industry interviewed in the course of this inquiry, fully recognize that the methods of harvesting flax hitherto followed in Australia are not conducive to the best results. The bulk of the crop is gathered by the use of the reaper and binder with a very small proportion by hand pulling. The waste of the former and the expense of the latter have been severe handicaps to the industry.

Flax is sown in Australia in April, May and up to about the middle of June, and harvesting is from the first to the end of December.

Australia imports flax products to the annual value of £2,000,000, so that apart from export possibilities, an excellent home market is assured if the industry can be established on proper lines.

### QUEENSLAND CANNED PINEAPPLES FOR CANADA

Mr. B. Millin, Canadian Commercial Agent at Sydney, New South Wales, writes under date December 6, 1923, that in the interests of increasing the interchange between Australia and Canada, it is encouraging to note that the Queensland State Cannery, Brisbane (owned and operated by the State Government), has recently made initial shipments of 1,650 cases of pineapples to Canada. About 1,500 cases were composed of crushed pineapple in 6-pound cans (equivalent to Hawaiian No. 10 can) and 150 cases of preserved pineapple—cored and sliced—in 32-ounce cans (equivalent to Hawaiian No. 2½ cans). The prospect for an increase in this trade is exceptionally good in view of these shipments having been sent to Vancouver and as far east as Toronto. As the Canadian Government Merchant Marine steamers call intermittently at Brisbane, this should give an opportunity for shipments being made (via Panama) to Canadian Atlantic ports.

There are two crops of pineapples in Queensland—summer and winter—and the summer pineapples are regarded as the finer fruit, as, having the addition of plenty of sun, they are more dense in syrup contents.

In addition to crushed and cored and sliced canned pineapples, the State cannery is also packing pineapple jam. All of these products have an increasing sale throughout the Commonwealth, beside which the prospects for increased exportation to Canada and the United States are excellent.

### MARKET FOR INSIDE LIGHTING APPARATUS IN NEW ZEALAND

ASSISTANT TRADE COMMISSIONER C. M. CROFT

Auckland, November 26, 1923.—Electrical equipment of all kinds is in demand in New Zealand. Hydro-electric development is being undertaken throughout the Dominion, and when completed the demand for lighting apparatus will be much increased; and there is a steady increase in the population.

*Conduit.*—There is a good market for conduit for electric wires. They must be solid drawn steel tubes enamelled and screwed with various fittings required, such as sockets, couplings, elbows, tees, etc. A certain amount of galvanized conduit is required. Split conduits are not received with much favour. The current wholesale price of ½-inch conduit per 100 feet run is 15s. to 16s. in 100 feet and 13s. 6d. to 14s. in 1,000 feet lots. The prices of other sizes (¾-inch, 1-inch, etc.), are in proportion.



*Wire.*—Insulated wire and cable is being sold extensively. They must be up to the standard of the British Cable Makers' Association. The smallest single stranded wire now used is that known to the trade as  $\frac{1}{18}$  or 1-044. Not so much  $\frac{1}{16}$  (1-064) is used as the authorities much prefer stranded wire for sizes above  $\frac{1}{18}$ , and stranded  $\frac{3}{20}$  (3-036) and  $\frac{7}{21\frac{1}{2}}$  or  $\frac{7}{22}$  (7-029) are preferable to  $\frac{1}{16}$ . Various larger sizes are used, the range being covered by the standards set forth by the British Engineering Standards Association. Speaking generally, sizes larger than  $\frac{3}{16}$  (37-064) are not kept in stock as contracts requiring cables of larger sizes usually give time for the importer to indent for supplies.

Wire and cables if not bearing the seal of the British Cable Makers' Association are subject to an inspection and test by the Council of the Fire Underwriters' Association of New Zealand. The cables and wires were tested for conductivity, tinning, quality of rubber insulation, vulcanizing, etc. The braiding on the outside must also bear close examination. The local authorities, including the underwriters, power boards, borough councils, etc., are very strict indeed and the wires and cables are thoroughly examined. Certain shipments of defective wire have been imported with resultant fires, and this has caused the present rigid inspection of all shipments. The wholesale price of  $\frac{1}{18}$  (in 100-yard coils) is about 11s. per 100 yards or £5 5s. per 100 yards.  $\frac{1}{16}$  is worth wholesale here about 15s. per coil and  $\frac{7}{22}$  (7-029) about 22s. 6d.

If any Canadian exporters of wires and cables wish to enter this market they should send samples for inspection and the materials must be approved before prices will be considered. Quality up to the standards of the British Association mentioned must be guaranteed.

*Switches.*—Switches are almost entirely of the tumbler type, the snap type not being well regarded except for certain special requirements. The switches at present being used are chiefly of English manufacture. The porcelain used must be the best procurable; the action should be quick in the "brake" and it is preferable that it be quick in the "make" as well. Switches such as Crabtree, Sperryn, and Tucker are being sold extensively and are popular on the Auckland market, which may be considered as fairly representative of New Zealand. First-class English switches are quoted at 18s. to 20s. wholesale at the present time.

*Wood Blocks or Pateras.*—These are usually made locally, but it is sometimes hard to get seasoned wood; if the quality and price of Canadian blocks were satisfactory business could be done.

Round and two-way blocks are mostly in demand, both for mounting ceiling roses and switches; they are all hollow backed or recessed. The wood must be easily cut and drilled without splintering; walnut finish is most used.

*Ceiling Roses.*—Ceiling roses like switches must be made of the best porcelain and have good solid metal parts firmly screwed to the base with well-threaded screws. This class of equipment is subjected to inspection and must be of good quality. The wholesale price of a first-class English ceiling rose has been 8s. per dozen, but owing to a "combine" of porcelain makers, prices are rising to about 8s. 9d.

*Lamp Holders.*—These are almost wholly of the bayonet cap type, the Edison screw type as used in Canada not being in favour here, although quite a number of the latter class have come here at different times especially with apparatus and fittings from the United States. Holders of both cord grip and screwed ( $\frac{1}{2}$ -inch to  $\frac{5}{8}$ -inch) varieties are used, more especially the former. The underwriters are very particular regarding the efficiency of the cord grip; a number of new types of holder have recently been put on the market and these

have special features making for ease in wiring and for efficiency in the grip. Some trouble has been experienced in the plunger springs of the holders, especially where high candle power lamps are used, and any holder improved in this respect is acceptable.

*Wall Plugs or Receptacles.*—These are of the pin type and are polarized so that they cannot be reversed when pressing the plug into the socket. The capacities of the plugs mostly used are 5, 10, 15, and 20 amperes, suitable for 230-250 volts, both alternating and direct current.

*Lamps or Bulbs.*—Lamps are required for 230 volts principally, for both A.C. and D.C., this being now the standard voltage for lighting and small heating and power units throughout New Zealand. There are still a few installations of 220 volts, for instance at Gisborne, and some at 110, 105, and 100 volts. There are also lower voltages such as 50, 32 and 25 used in isolated plants, Delco-Light, etc. The fitting is almost universally the bayonet cap and very few Edison screw lamps are used except for very high candle-powers. Carbon lamps are not in great demand. Metal filament and  $\frac{1}{2}$ -watt gas-filled lamps are used most extensively. Robust lamps for traction purposes and for workshops are also sold.

*Lighting Fixtures.*—Lighting fixtures of various kinds are used extensively in this Dominion, and a good market exists if price and quality are satisfactory. Some Canadian lines are being sold here and they are quite suitable and meet with the approval of both the public and the importer.

**SUMMARY.**—As the regulations governing electric installation in New Zealand are very rigid, it is advisable for Canadian firms who wish to export electrical equipment to this country to send samples of their manufactures for inspection. Prices should of course be sent with the samples, and the local importers would then be able to go into the possibilities of marketing the goods if approved by the authorities. Exporters are urged to state how goods are packed for export, that is, whether they are in cardboard boxes or cartons, or otherwise. The dimensions and weight of the packages should be given, particularly if prices are quoted f.o.b. Canadian port.

It is desirable to quote c.i.f. and e. main New Zealand ports, but quotations f.o.b. Canadian port are considered provided the particulars of the export packages are given. Quotations f.o.b. cars at an inland point are of no use. If a price is quoted c.i.f. New Zealand, it is advisable to give the price at which similar goods in equal quantities are offered to the Canadian customers. This enables the local importer to calculate the duty payable on the commodities.

A copy of the general rules for wiring for the utilization of electrical energy as adopted by the Council of Fire Underwriters Associations of New Zealand is on file at the Department of Trade and Commerce, Ottawa, and may be inspected by interested exporters on application to the Director, Commercial Intelligence Service (quoting file No. T.C.-4-100).

If any Canadian exporters who wish to enter this market will communicate with this office and forward samples, these will be passed through the proper channels for examination, and if possible representation secured for the exporter.

### REJECTION OF GOODS AFTER PAYMENT: ENGLISH JUDICIAL DECISION

In a recent decision (*Bragg v. Vilanova*) in the Divisional Court in London, reported in the *London Times Weekly Edition*, it was held that a buyer of goods who had taken up the shipping documents and had paid the purchase price before the goods had been delivered was entitled to reject them because they were not of the contract quality, and that he had not lost the right of rejection by omitting to have them examined at the port of shipment.



## FINANCIAL AND TRADE SITUATION IN GERMANY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, December 15, 1923.—The situation in Germany remains very confused. If it were not for the critical financial position, it might be stated that the outlook is more favourable than a month ago. The agreements for the resumption of work in the Ruhr, particularly the railway agreement inaugurating as it does a new policy of co-operation, have improved the situation in the occupied territory. There has been no marked increase in unemployment in unoccupied Germany during the past month, and with the introduction of stable value currency violent price fluctuations have ceased for the present at least. Internal disturbances have therefore become less frequent, while the granting of dictatorial powers to the cabinet of Dr. Marx has given a temporary stability to the political situation.

On the other hand, there continues to be a great deal of distress throughout Germany. The number of unemployed drawing relief in unoccupied Germany on November 15 was given at 1,250,000, and those working on short time in receipt of assistance at 1,772,000. This is in addition to over 2,000,000 unemployed in the occupied territory on that date. The cost of living is very high, ranging at from 60 to 70 per cent above pre-war, whereas wages are about equal to or in the case of Government employees less than those received before the war. Food prices are particularly high, and in many districts there is an actual shortage. The introduction of stable value money is bringing increased supplies of domestic foodstuffs on to the market, but not yet in the requisite quantities. The farmers having accumulated sufficient winter feed, are not selling a large number of live stock. Germany is therefore largely dependent on imported fats and meats. There is also a great shortage of milk, so that imports of canned milk are still heavy.

The purchase from abroad of large quantities of essential food products is proving a great drain on available supplies of foreign currency. Industries everywhere complain of the great falling off in export orders. On the other hand, the Hamburg banks, export brokers and forwarding agents report continued activity in export shipments, but it is probable that this relates to the execution of old orders and that after Christmas the situation will become more acute. With decreasing exports it is bound to be more difficult for Germany to finance essential imports unless foreign credits are forthcoming.

### FINANCIAL POSITION

It is the financial position, however, which causes the gravest anxiety at the present time. The Rentenbank scheme came into operation on November 15. On that date the Government agreed to discount no further treasury bills at the Reichsbank, and deficits in the revenue were to be met out of the credit of 1,200,000,000 Rentenmarks granted by the Rentenbank at 6 per cent interest to tide over the period until the budget could be balanced. This meant that from November 15 the Government could not rely any further on the printing press as a means of meeting budgetary deficits. The total note circulation of the Reichsbank on that date amounted to 92,844,720,743,031 million paper marks, equivalent at the official rate of exchange to \$22,105,886. The paper marks continue to circulate as the legal tender of the country, but some have been withdrawn from circulation. The Government has been successful in enforcing the official rate of 1,000,000,000,000 paper marks to the Renten or gold mark and the discount on paper marks no longer exists. The Rentenmarks are being issued at the rate of about seventy millions a day, and it is reported that



over 1,000 millions are now in circulation. The Reichsbank is granting Rentenmark credits and the wages of Government employees are now paid in this currency.

The constitution of the Rentenbank limits the credits to the Government at 1,200,000,000 Rentenmarks. More than half of this sum has already been utilized and the Government have not yet succeeded in bringing revenue up to expenditure. The position has therefore become desperate. Every effort has been made to enforce the collection of the taxes due in December. A new drastic taxation scheme is to be introduced increasing the turnover and property taxes and introducing new taxes. It is doubtful how far this will go to reducing the revenue deficits. No statement of Government expenditure and revenue has been issued later than that covering the period November 1 to 10, during which total expenditure amounted to 57,901,569,000,000 million paper marks and revenue to 53,449,000,000 million paper marks or in the proportion of 1.092 to 1. The floating debt on November 10 amounted to 63,184,422,000,000 million paper marks. The deficits from the railways during the ten-day period in question amounted to 18,340,000,000,000 million, and from the postal service to 5,510,000,000,000 million paper marks. The finances of the railways and the post office are now adjusted to a gold basis, and the charges in the case of the railways are higher than in most European countries, yet in spite of this it is stated that the current revenue is only sufficient to meet operating expenses and that there is no surplus for maintenance, renewals or interest on capital. The Government has continued to provide for unemployment relief in the unoccupied territory and to pay the expenses of the armies of the occupation, but it has now decided to request to be freed of liability for extraordinary expenditure in the occupied area unless it has also a free hand in the collection of revenue from this territory, which formerly yielded a large proportion of the total revenue of the German Government. In view of the general financial position of the Government, it is not surprising that an appeal for foreign assistance should be contemplated. The necessity of foreign financial control is also becoming gradually, if reluctantly, recognized in some quarters.

PRICES AND CURRENCY

The index number for wholesale prices on November 29, compiled by the *Frankfurter Zeitung*, was 1,617,100 million times that of 1914, whereas the official dollar rate at that date was 1,000,000 million times. Gold prices are therefore 61.7 per cent above pre-war. The American index number is given in this publication as being 37 per cent higher than in 1914, so that German prices might be said to be about 25 per cent higher than world prices. The following table shows the percentages above 1914 of German gold prices by groups of commodities:—

	Per cent
Provisions . . . . .	68.7
Textiles and leather. . . . .	74.2
Minerals . . . . .	70.0
Manufactured goods . . . . .	49.7
Miscellaneous . . . . .	49.4

The high prices serve to make it difficult for German goods to compete abroad, artificially stimulate imports and add to the distress within the country. The difference between the official rate and that ruling abroad helps to explain the high prices at the end of November, but the continuance of prices above the world level after the rate ruling abroad has approximated to the official rate as is now the case would appear to indicate internal currency inflation.

The Government controls the rate of exchange for foreign currency and has successfully maintained the Rentenmark at par and the paper mark at the official conversion rate. There was for a time a considerable difference between

the rates quoted in the occupied territory, where the exchanges are uncontrolled, as well as abroad, and the official German rate. During the past ten days, however, the rate abroad has approximated to the official rate, so that the control of the Government may be said to have succeeded. This has put an end to illegal speculation on the so-called "black bourse" and the new German currency is now practically at par.

The position of the Rentenmark currency obviously depends upon the possibility of balancing the budget. In addition to the Rentenmarks and the paper marks, there are gold loan coupons and dollar treasury bills in circulation. The currency situation is further complicated by the large quantity of local emergency notes in circulation all over Germany. In the occupied territory this takes the form of paper marks issued by municipalities, districts and certain industries. It is intended to issue a special stable value currency for the Rhineland to take the place of these notes, in addition to the notes of the new bank of issue which is to be established with Franco-Belgian participation. In unoccupied Germany various towns, states and other bodies have issued stable value currencies of their own, some of which, such as the Hamburg Bank of 1923 currency, are secured with gold or foreign currency, but in most cases these notes are based either on the general or special revenue of the issuing authorities or else on gold loans.

#### TRADE AND INDUSTRY

In the majority of German industries factories are working short time or else are closed down. In addition to the falling off of export orders, home buying has been very much curtailed. An exception is the automobile industry, which is still reported active through the purchases of those who have made money by speculation. The wages and salaries received by the bulk of the population do not allow of any surplus after paying the high prices for food and other necessities of life. There is no longer any inducement to buy goods for speculation now that the currency is stable in value. The manufacturers suffer most of all from lack of working capital. For four years they have been putting all their surplus profits into new plants and buildings, so that they are now in the position of having up-to-date plants, but little working capital and few orders for their goods. The heavy taxation is also the subject of much complaint.

In the import trade business, as mentioned in the first part of this report, is very active in all lines of essential foodstuffs, such as fats, meat, flour, evaporated milk, and other canned goods. This is stimulated by the high food prices in Germany and the shortage of domestic foodstuffs, owing chiefly to the breakdown of currency. It is difficult to foretell how long this active demand for imported foodstuffs is likely to continue. For other imported products, especially for minerals and industrial raw materials generally, business is very quiet, while coal imports are being kept down by the Coal Commissioner in order to restrict the demands for foreign currency.

Flour shipments arriving at the Free Port of Hamburg during the month of November amounted to 736,266 sacks as against 420,302 casks in October and were the largest quantity received during any month of this year.

#### BETTER OUTLOOK IN THE RUHR

The agreements recently concluded for the resumption of work in the Ruhr have completely changed the outlook in the occupied territory, although it is too early to estimate to what degree these agreements will bring about a revival of production. There is, however, a more hopeful spirit and the feeling that from now onwards the position should gradually right itself.

Apart from its bearing on the general economic position of Germany, the revival of the Ruhr industries is of great interest to Canada from more than



one point of view. These industries are consumers of Canadian minerals and the population of the Ruhr consume large quantities of foodstuffs which Canada produces. The cutting off of the Ruhr from the rest of Germany has moreover been one of the principal factors in the diminished competition from German manufactured goods in the markets of the world.

Since the occupation of the Ruhr last January production has gradually been brought practically to a standstill, and last month there were over 2,000,000 unemployed in the occupied territory. During the period of passive resistance the German Government advanced money to the colliery companies to keep their men employed, but these credits were utilized to effect improvements to the mines and not for the production of coal. The Franco-Belgian commission seized available stocks of coal, coke and by-products and operated certain of the more easily worked mines for the requirements of the "Regie" railway and the armies of occupation. These "Regie" mines produced in 1922 about 6,000,000 tons of coal. The total output of the Ruhr mines in 1922 has been estimated at 93,788,284 tons of coal, 2,511,349 tons of coke, and 468,904 tons of briquettes. The total yield for 1923, according to the most reliable accounts, is not expected to exceed 15,000,000 tons. With the falling off of coal production, the blast furnaces and iron and steel works in the Ruhr have been brought to a standstill.

#### THE RAILWAY AGREEMENT

It is not, however, coal so much as transport which is the crux of the problem in the Ruhr, and it is upon the restoration of normal transport facilities that the revival of production chiefly depends. During the period of passive resistance and the Franco-Belgian operation of the railways the traffic fell off to only a small proportion of its former volume. The railway personnel last month was estimated at 48,000, which is a quarter of normal. The number of locomotives in the occupied territory was estimated at 4,600, which is about 15 per cent less than last year, but many locomotives are out of repair and little work has been going on in the repair shops. The same applies to railway cars. There was a shortage of open coal trucks and many cars were stranded fully loaded at the stations. The railway system in the Ruhr is the most complicated in Europe. It is operated by electrical signal and switching apparatus, much of which is now out of repair.

A German newspaper, the *Bergwerks Zeitung*, in its issue of November 20, described the traffic conditions in the occupied territory as follows:—

In general one can say that at the moment the average passenger traffic is perhaps about 8 per cent of normal, but one must add, however, that in many instances the trains are running very irregularly. . . Freight traffic is about 3 per cent of normal. This is due to the fact that railway cars to cope with a large traffic are unobtainable. . . With regard to the repair of damaged cars and locomotives, it will be a long time yet before the repair shops can be in operation again, and until the German personnel are reinstated repairs on a large scale cannot be expected.

Even allowing for the source of the above description of traffic conditions, it is evident that any revival of production in the Ruhr could not take place so long as no steps were taken to improve the railway facilities. For this reason the railway agreement signed at Mainz between the Franco-Belgian and German representatives is of such significance, and although this agreement only came into operation on December 10, it has already brought about an appreciable amelioration of conditions in the occupied territory. The agreement recognizes the railway rolling stock in the occupied territory as the property of the German Government and provides for co-operation between the Franco-Belgian Regie and the railway system of unoccupied Germany. The Central pool for the distribution of railway cars at Magdeburg in Central Germany is again to resume control of the freight traffic of the occupied territory. It is admitted on both sides that this agreement should gradually restore more normal traffic conditions. There are, however, still great obstacles to be overcome, such as

the locomotive shortage and the closing down of most of the repair shops. The Franco-Belgian Regie is also not taking on the higher German officials, without whom the efficient operation of the railways is said to be doubtful. While it will therefore be some time before the Ruhr railway system is in good working order again, the agreement means an end to the existing deadlock and should greatly assist the revival of production in the occupied territory.

#### THE COAL AGREEMENT

Obviously it was useless taking measures to revive coal production in the Ruhr so long as the railway facilities were unable to cope with the increased quantity of coal produced, so that the railway agreement followed closely on that for the resumption of coal production, which was signed at Düsseldorf on November 23 between the Coal Mining Association (Bergbaulicher Verein) and the Franco-Belgian Factory and Mine Commission (Micum). This agreement was only reached after protracted negotiations, and was probably hastened by the declaration of the German Government of its inability to continue indefinitely unemployment relief in the occupied territory. The agreement, which is valid until April 15, 1924, provides that 18 per cent of the net output of the mines will be delivered gratis to the Allies on reparations account, that a tax of 10 francs a ton be paid by the mines on all coal sold, and that the sum of \$15,000,000 should be paid by the mines affected on account of coal taxes due between January 11 and October 31. All stocks of coal and coke accumulated up to October 1 were to be considered the property of the occupying authorities, but henceforward the mines were to be free from seizure.

This agreement was a skeleton agreement, but most of the mining companies have now signed separate agreements with the Micum along the lines of this general agreement, and everywhere the mines have been reinstating their men and resuming production. The terms of the agreement, however, are considered by the Germans as too onerous to prove workable. The *Cologne Gazette* on December 7 writes as follows:—"The Micum agreement is such a heavy load on the mining and steel industry, that even the largest of the industrial groups are reckoning that it will only last a short time, and are hoping that when it expires in April they will obtain far easier terms."

#### WORKING HOURS

The coal-mining companies claimed that it was impossible for them to bear the onerous terms of the Düsseldorf agreement unless their men also made concessions and worked longer hours. After a considerable amount of negotiation, the unions have agreed to increase the working day to ten hours, which represents 8½ hours underground. The iron and steel works are also making the ten-hour day a condition to re-engaging their men, and some have been taken back on these terms, but others are holding out. The unions instruct the men to resume work, but to stop after working eight hours and some of the works are being operated under these conditions.

#### PROBABLE RUHR OUTPUT

The disputes over wages and the hours of work, the traffic conditions and the shortage of working capital, make it doubtful if the industries of the Ruhr will attain a large proportion of their normal output during the coming year. It is evident that the restoration of former conditions in the occupied territory must progress very slowly. This applies also to the coal mines, although owing to the improvements effected during the period of passive restoration the mines are in an excellent condition. The rate of coal production will, however, depend on the restoration of the transport facilities and on the extent to which the terms of the Düsseldorf agreement can be carried out.



## WEST OF ENGLAND HONEY REQUIREMENTS

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, December 18, 1923.—Importers of bulk honey in the West of England are prepared to receive quotations from Canadian sources. Interviews with leading importers indicate that the New Zealand Co-operative Honey Producers' Association, Limited, have worked aggressively to capture the United Kingdom market, and in the past have sent large quantities on consignment to this country, speculating on the prices which they would obtain.

The excellence of such supplies of Canadian honey as have been available when required for this market has never been in dispute, but high prices and irregularity of supplies in the past have not been conducive to encouraging West of England importers. Two of the largest distributing firms who handle the New Zealand product, and do their own packing for retail distribution, are prepared to receive quotations and samples in the early part of the new year.

At present the largest supplies are from New Zealand, which are flooding the market. Prices for Californian honey have been gradually hardening, 50s. (\$11.25) to 56s. (\$12.60) per cwt., c.i.f. Bristol, having obtained in March of this year, as compared with prices up to 62s. (\$14.06) at the present time. Prices for New Zealand light amber or white honey are quite firm at 56s. to 62s. (\$12.60 to \$14.06), whilst certain supplies of Jamaican are available at varying prices.

Samples forwarded should be clover quality only, buckwheat not being suitable for the English trade, whilst samples should be a minimum of 1 pound in weight.

### PACKING

The usual distribution to the retailers by the importers is in wax carton containers, glass bottles, or jars, ranging in size from  $\frac{1}{4}$  pound to 5 pounds. For export from Canada the honey should be in jars, kegs or tins, preferably the latter, in weights of 1 to 3 cwt. (112 pounds to 336 pounds) or in 60-pound tins, two tins to one crate as is the present Canadian practice. Alternative quotations on any packing best suited to the Canadian exporter will, however, be accepted.

It is problematical whether Canadian honey in glass jars or tins suitable for the retail trade can be packed in Canada and sold in England, owing to the increased cost. The best opportunity is for forwarding in bulk, to permit the blending and distribution being done by importing firms on this side.

### QUOTATIONS

Quotations may be either in Canadian or English currency, preferably the latter, and should be c.i.f. Avonmouth or free delivered Bristol. When considering price, market conditions are governed solely by quality.

### TERMS

Although the New Zealand representatives originally had large quantities of honey forwarded on consignment to the United Kingdom, in order to obtain a foothold in the market, such methods of marketing will probably be unacceptable to Canadian exporters in view of the excellent demand in Canada, and the high prices obtained for home consumption. For established connections extended terms might be granted, but generally speaking cash against documents can be obtained provided price and samples are entirely satisfactory.

## CANADIAN OPPORTUNITY

If firm offers in the vicinity of 60s. per cwt. c.i.f. for white clover honey packed in two 60-pound tins to the crate can be given, undoubtedly business can be done. When making up quotations,  $1\frac{1}{2}$  cents per pound should be allowed for freight to make price United Kingdom port. One current quotation to hand of 66s. c.i.f. Bristol is not satisfactory, as Californian is being purchased under that price.

This office will be pleased to distribute samples and quotations to interested firms, and this course of action is suggested, although the names of interested parties in this area may be obtained upon application to the Director, Commercial Intelligence Service, Ottawa. Two samples at least should be forwarded, of 1 pound each. Any producers who have never exported to the United Kingdom should consult the nearest steamship office to obtain a rate to the Bristol Channel, or if unacquainted with export trade, this office will convert inland quotations in Canadian currency to terms more suitable to the English importer.

**IMPROVED CONDITIONS IN BIRMINGHAM**

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, December 18, 1923.—The gradual improvement in the general trade situation in the Birmingham area is noteworthy. The turnover, according to certain manufacturers, is considerably improved over last year, and is being shared throughout the metal and hardware trade. This compares favourably with the spring of this year, when the writer on visiting fourteen Birmingham manufacturers found that one-half were operating under 50 per cent capacity, and the feeling generally was pessimistic.

Inquiries from locomotive builders, and a partial revival in the shipyards, have led to better business for copper and brass tube manufacturers; whilst this office during the past week has received inquiries from a West Bromwich house for names of Canadian manufacturers of cast-iron pipes and gunmetal valves. Considerable strength is found in the iron and steel trade owing in part to the establishment of coke prices until March, 1924.

**IMPROPER USE OF TRADE MARKS**

The League of Nations has just invited a number of Governments to send representatives to a meeting of experts to be held in Geneva on May 5, 1924, to discuss an international draft convention aiming at the suppression of unfair competition in international trade by the improper use of trade marks, false indications of geographical origin, and other such abuses.

The Washington Industrial Property Convention and the Madrid Arrangement were attempts to deal with these problems, but have not succeeded in solving them. Article 23 of the League Covenant prescribes "the equitable treatment of commerce," and nearly two years ago the League urged all States members who were not already members of the Industrial Property Union promptly to adhere, and, as a second step, entrusted the study of the problem of unfair competition to its Economic Committee. This committee eventually drew up a draft international convention, which was sent for comments to all the States members of the League, as well as to those other countries which had adhered to the Industrial Property Convention.

The comments of twenty-five of these Governments have been considered by the Economic Committee, and the revised draft convention will come up for discussion at the meeting of experts to be held in Geneva next May.



**IMPORT REQUIREMENTS OF THE DOMINICAN REPUBLIC**

TRADE COMMISSIONER G. R. STEVENS

[Subjoined is the sixth of a series of reports on the Import Requirements of the Dominican Republic, founded on a recent tour of that country undertaken by Mr. Stevens. The first two, introductory, were published in Nos. 1036 and 1037; the third, on Foodstuffs, in No. 1038; the fourth, on Soap and Hardware, in No. 1039; and Building Materials in No. 1040.]

HOUSEHOLD HARDWARE

*Kitchenware*

	1920	1921	1922
Kitchenware . . . . .	\$39,827	\$41,352	\$14,935

In household hardware the demand approximates that of Cuba, and closely approaches that of Canadian or American areas of similar population. For a comparatively primitive country, an extraordinarily wide range of kitchenware was carried. The rural trade runs to enamelled ware and galvanized ware of cheaper qualities, whereas in the cities extremely good grades of enamelled and japanned ware compete with aluminiumware for the trade. German aluminiumware predominates; no complaints on its qualities were heard, and prices were far below competitors. American houses enjoy the lion's share of the business in enamelled ware, in spite of the largest individual demand for a line of blue-rim Swedish white ware. For cooking utensils, three-dip stampings, blue outside and white inside, are especially favoured; for pantry lines such as bowls, jugs, etc., the preference is for best-quality blue and white dapple. There is little sale for plates, cups and saucers and other tableware, which is largely glass.

*Glassware*

	1913	1920	1921	1922
Glass and glassware . . . . .	\$55,330	\$254,877	\$163,523	\$53,326

The principal hardware dealers exhibit good stocks of glassware of varying grades, ranging from large quantities of cheap Czecho-Slovakian earthenware to small lots of high-grade British pottery. The glass trade has made considerable progress in tableware at the expense of metal goods, but to date the bulk of the imports have been overwhelmingly continental; it is improbable that the demand will improve sufficiently to permit the general sales of better grades, and on this account this business is of little interest to Canadian exporters.

*Iron Pots.*—An iron pot is indispensable to every household in the Dominican republic. This utensil forms one of the largest hardware imports. For this trade Great Britain and the Continent compete; to date American castings have been too heavy, as pots are sold by the pound. They range in size from three quarts to three gallons capacity, and are ringed and bailed. It is worthy of note that American offerings were cheaper than the British pots (although containing more metal), and yet they have not found any particular favour to date. Small German shipments have been coming forward irregularly, and the price has been irregular also. Several dealers stated that they hoped to see Belgian pots available soon, as their quality was practically equal to the British, and their price was, generally, considerably better.

*Pails and Tubs.*—The stocks of pails seen in the leading ironmongers of Santo Domingo illustrated the somewhat discriminating demand in that republic. The chief type on sale was a light American pail of very white

galvanizing—very neat, although not overly strong—with two blue stripes painted about it. This pail costs local dealers about \$3.50 per dozen f.o.b. New York. At the same time considerable shipments of German pails were being brought in at \$2 per dozen c.i.f. San Domingo City. These German pails, however, showed rather muddy galvanizing and were crudely finished; nevertheless they probably represented endurance and service equal to that of the American pail. But the German article was relegated to the warehouses, as the Dominicans unhesitatingly choose the higher priced but attractive American article.

Tubs are likewise of American origin. Nearly all the supplies noticed came from the National Stamping Company, in bright and attractive galvanizing. The ironmongers paid from \$16 to \$20 per dozen, first cost, for the size and type of tub in general demand.

*Ash Tins.*—There will be no market for ash tins in the Dominican republic for many years. Some time ago the municipal authorities decreed that the citizens should purchase their own garbage tins, and many importers laid in a great stock; the law was rescinded almost immediately, and every importer possesses quantities of excellent containers for which no use may ever be found.

*Ice Cream Freezers.*—There is a good sale for small wooden ice cream freezers of from one-quart to ten-quarts capacity. The prices at present run from \$4 to \$16, and a well-known American type monopolizes the trade. The light tin type of ice cream freezer will not sell at all.

*Lanterns.*—There is a fair sale for ordinary hand lanterns of both the cold blast and hot blast type. The Deitz lantern enjoys most of the trade, but the popularity is not so overwhelming as in other areas. One dealer stated that he sold about sixty dozen per year, and that he was quite willing to consider quotations upon any type of lantern, as long as the price was right.

### Cutlery

	1920	1921	1922
Cutlery .. . . .	\$154,684	\$61,300	\$20,241

Cutlery supplies were largely American. The "Keen Cutter" pocket knives predominated, and few Sheffield lines were seen. Tableware was also American, except for some very well-established and popular French lines, which have held a considerable portion of the trade for many years.

Razors were American, the Gillette being the most popular safety razor. Ordinary razors are supplied by a Chicago house. Razors offer a further illustration of the precision of the Dominican demand. Gillette razors have been imitated by German firms in every detail, and have been offered through the Dominican republic at roughly half the price of the genuine article. The one or two dealers who stocked the imitation have been unable to clear their stock; they were not the genuine article, and the average purchaser would have none of them.

### CHEMICALS

#### Calcium Carbide

	1920	1921	1922
Calcium carbide .. . . .	\$34,855	\$7,197	\$24,770

There is a good market for calcium carbide in the Dominican republic—much better than in the ordinary Spanish-American state. Many of the grocery shops carry a few bags of cement, a barrel of ochre, and a few tins of carbide. Canadian carbide is well known in this republic, being merchandised through a New York commission house. Considerable orders have been placed on government account, but in general sales Canadian carbide is not competing with



the leading American supplies. The writer was inclined to believe that the matter of indirect representation had something to do with the limited general sales. The Scandinavians have been testing the market, but no particular business has been done by them as yet.

One of the largest importers of carbide stated that the June price of \$86 per ton represented a fair average cost for American supplies. The same dealer stated that Canadian carbide was generally supposed to be inferior in quality, and to contain a certain percentage of dust. This latter statement, however, was not verified by the general trade, who accepted Canadian carbide as on a par with American supplies.

*Carbonic Acid Gas.*—There is one large bottler in San Domingo City, and a number of smaller concerns, who at present purchase their supplies of carbonic acid gas in New York. This is not a very sure trade, however, and the concessions obtained by one or two American shippers upon returning empties is sufficient to keep competitors from the market at present.

*Mixed Fertilizers.*—There is a moderate importation of sulphate of ammonia for use upon the sugar plains of the south. These sugar estates have their own purchasing departments in New York, and it would be difficult to place the business in Santo Domingo. The import of artificial fertilizers is growing, and Canadian exporters of sulphate of ammonia and mixed fertilizers should consider representation in the Dominican republic.

*Soda Crystals.*—The local soap factory imports a fair volume of soda crystals each year, for use in their processes. This soda is at present of British origin, but is purchased through a New York brokerage house.

*Roadmaking Compounds.*—The present road programme of the Dominican Government is comprehensive, and includes the linking up of Port-au-Prince with San Domingo City and the construction of another trunk road across the western portion of the republic. These roads are beautifully built, with long tangent stretches, well graded, elevated on curves, and with low vertical curves. On account of the ochrous nature of the soil, surfacing is necessary. To date most of this surfacing has been done with water-bound macadam, but it seems very probable that tar penetration on a large scale must be undertaken if the roads are to be kept up to their present quality. Given six inches of water-bound hard rock, and the surface sealed with a bituminous carpet, a better road could not be found anywhere. Small sections of these roads, notably seven kilometres of the trunk road outside the capital, have been done with tarvia, and other small bits of it rebuilt with gravel and tar. The bituminous binder used has been supplied by the Standard Oil Company. A bituministic mixture which could be spread thinly, and which would seal the ballasting against surface waters, will find favour with the American engineers. Canadian exporters of such products should arrange to keep in touch with the engineers of the forces of occupation, who at present control the Dominican Department of Public Works.

#### ELECTRICAL EQUIPMENT

	1920	1921	1922
Electrical machinery, etc. . . . .	\$216,141	\$293,807	\$69,214

A power station has just been installed in San Domingo City, and other towns in the republic are preparing to follow suit. Water-power is available, and further power developments may be expected. Some years ago a Canadian company investigated the water-power and traction possibilities of this city: it is to be regretted that they decided against development. With moderately cheap power, an excellent small market for electrical specialties and equipment will be created, and Canadian exporters should consider the possibility of par-

ticipation. Throughout the towns there has been a small sale for electric lighting plants of the Delco type. No other type of power-generating machinery has enjoyed special attention to date. There is, however, with the extension of the lighting service, a very fair market for electrical household fixtures, and a number of the larger houses were laying in stocks of these for the first time. Only mechanical fixtures have been stocked to date, as the price of power is too high to permit any demand for labour-saving devices. Electric bulbs are German, "Osram" and "Nitra" lamps being supplied; they are far below competitive offers, and even on a basis of equal price the business would continue with the present suppliers because of the beautiful packing of these fragile bulbs in the German factories. Breakage has been reduced to far below the percentage incurred in less carefully prepared shipments.

#### MISCELLANEOUS HARDWARE

##### *Pipe*

	1920	1921	1922
Pipes and fittings .. . . .	\$34,367	\$117,107	\$9,401

It has already been noted that the Dominican republic has progressed well along the road to modern sanitation. On this account, a good market for galvanized and black iron pipe exists in this state, and the leading hardware importers carry moderately sized stocks of such supplies. Sizes up to 2-inch are usually galvanized, and larger diameters are black iron, the 4-inch being the best demand. The urgent problem of additional water supply is being discussed in a number of the towns of the republic at present, and some fairly large orders for black iron pipe may be anticipated in the near future. While the bulk of such orders will be on public works account, and therefore probably American in source, yet a large quantity of subsidiary pipe-laying will also be necessary, and Canadian manufacturers of galvanized and black iron pipe should investigate this latter demand.

*Water Pumps.*—There is an excellent sale for the small, circular, double-action hand-pumps. The cylinder-headed pump also appears, but in no great quantities. It was interesting to note that the largest dealer in San Domingo City had a fair stock of Canadian pumps, which he had purchased through indent connections in New York. He stated that the Canadian pump was better quality and cheaper than similar American offerings, and that the Canadian pump was better value but cost 40 per cent more than similar German pumps. The sizes in demand ran from No. 1 to No. 5. No large pumps of either manual or windmill type were shown.

*Windmills.*—It was rather surprising to find that few windmills were imported into this republic. One of the leading dealers stated that for some years he had imported perhaps a half-dozen windmills per year—purchasing and installing them. He had lost money on practically every installation, and at present he acts as an agent, on a commission basis, the windmill manufacturer quoting an installed price. This is probably the only basis upon which reliable importers could be interested in this line at present, and even then a measure of risk is attached. The situation regarding windmills is a little mystifying, but probably would be remedied through the visit of a technical representative of any exporter to this area.

*Ropes and Cordage.*—Considerable local rope is woven in the Dominican republic, and the quality is somewhat superior to the usual raw ropes of other Caribbean countries. This fact reduces the demand for imported rope, and none of the leading dealers carried particularly heavy stocks of ordinary service. The supplies on hand were almost entirely American. One or two merchants



asked for Canadian prices and signified a willingness to receive offers of Canadian rope, particularly in the smaller sizes. The business, in the writer's opinion, is sufficient to warrant the appointing of an agent.

There is a fair market for fish twines and other hard twines, which has been held by American houses for the last few years. Of late, however, British fish twines are reappearing, and are well liked.

*Belting.*—The sugar mills of the south constitute the only market of any particular importance for belting. As these mills purchase their own requirements in New York, and carry their own stocks, there is no incentive for the hardware dealers to handle supplies. In addition, if they do not require belting, they find it easier to order their precise needs from depots at San Juan, Porto Rico, which is only twenty-four hours away. On these accounts, no importer was interested in this commodity at all.

### *Tools*

	1920	1921	1922
Tools and implements . . . . .	\$63,891	\$110,917	\$41,912

All the woodworking tools shown in Dominican hardware establishments were of German or American origin, and the preference was very decidedly for American tools because of their finish. The saws, hatchets, levels, hammers and planes were standard American lines, generally purchased direct from the manufacturers. No specialties were noticed; but the variety of implements stocked was much greater than in Haiti or other parts of the Caribbean.

The only importers of metal-working tools are the sugar estates, who order their own stocks of machine tools, spare parts, etc., through their New York purchasing agents. As each sugar estate keeps a well-equipped machine shop, and in some cases a foundry, the total business in machine tools in the sugar producing area is considerable, and Canadian houses with New York representatives should instruct such houses to keep in touch with the purchasing agents of the principal sugar corporations.

*Babbitt Metal.*—There is an increasing sale of Babbitt manganese to the sugar mills, plumbers and garages. It is now purchased in cases of twenty-five pounds each, from American wholesalers. The business is not sufficient to attract an agent, but any Canadian firm who wished to place a consignment with a reliable representative would undoubtedly obtain nearly all the sugar mill business, as these mills much prefer to purchase their supplies from manufacturers' representatives than from the large importing retailers.

*Bicycles.*—There is a fair sale for bicycles in Dominican towns, as the average street is passable, and even occasionally smooth. With the opening of the long boulevard-like roads, the demand for bicycles is certain to increase. Present supplies are largely American. One or two British houses are entering the field, and should be fairly successful. To date no German bicycles have come in. As is usual in an embryonic market, price is important, and it would be useless to offer a cycle that would sell for more than \$50, or at the outside \$60. It is probable that a machine equipped with a number of attractive accessories would do particularly well.

*Sporting Goods.*—Aside from native sports, baseball and tennis are being taken up seriously in the Dominican republic. In baseball the Dominicans have shown extraordinary proficiency; although the game has only been introduced for a few years, it bids fair to become the predominant sport. The interest in tennis is likewise increasing rapidly. The Spalding Company are the large suppliers of tennis and baseball goods, and on account of the present interest in these two games, it should not be difficult to introduce new lines.

With reference to tennis goods, it is just possible that white gut rackets would endure better in Santo Domingo than elsewhere in the tropics, as it seemed to the writer that the day and night temperatures were more equable than elsewhere.

*Matches.*—The imports of matches are negligible, due to the manufacture of an excellent match in Puerto Plata. An up-to-date factory there, financed locally under Dutch management, manufactures about 900 gross boxes daily—fifty to sixty matches to the box. This match is of extraordinarily good quality, due in large part to the wood employed in the sticks. This wood grows in abundance about Puerto Plata, and while resembling the best white pine, burns considerably better and longer. As a matter of fact, this Dominican match offers better value than any other match seen in the Caribbean. The duty on foreign matches is 25 cents per kilo net weight. All match-boxes, match-blocks and match-strips are dutiable at a somewhat lower rate, and the factory pays 18 cents per gross excise. Nevertheless, the excellence of the product controls the home market; in addition, this firm ships to Cuba, Porto Rico, Haiti, and Guatemala, and are preparing to extend the trade to other convenient territories.

*Polishes and Dressings.*—In the supply of boot polish, one American house, Griffin's, is sufficiently predominant to have given their brand a generic name. The Shinola company are likewise represented. Either "Griffin" or "Shinola" retails to bootblacks at 20 cents per large tin. (There is no advantage in offering smaller containers here.) Canadian and British houses should be able to obtain a limited amount of this boot polish business, although the reputation of the predominant brands will render introduction difficult.

The imports of metal polish are of less importance, but fair business is obtained by several American houses. Contrary to shoe polish, the smaller-sized containers only are in demand. One American line, under the brand "Whiz," is very popular at present. Small business may await Canadian goods.

*Saddlery.*—There is practically no demand for saddlery at any time, due to the cheapness and excellence of local saddles. The Dominican saddle is woven from palm fronds and grasses, and looks clumsy to the visitor; on the other hand, they are wonderfully comfortable and effective, both as a pack and riding saddle.

## THE IMPORT REQUIREMENTS OF HAITI

TRADE COMMISSIONER G. R. STEVENS

*[Subjoined is the fourth of a series of reports on the Import Requirements of Haiti, founded on a recent tour of that republic by Mr. Stevens. The first, introductory to the series, was published in No. 1038; the second, on Foodstuffs, in No. 1039; and the third, on Foodstuffs, in No. 1040.]*

### Hardware Section

The slow increase of population in Haitian towns during the past century illustrates the stagnation of commercial life in that republic during that period. In many of the leading centres the increase in population in the towns is less than the percentage of gain in the republic as a whole, thus pointing to a total lack of economic development. This inertia is confirmed in examining the imports of hardware, iron and steel goods, and all supplementary commodities. The towns have remained as the sole purchasers of these classes of imports, and the demand has advanced little in the last quarter century. In building materials, the thatched and wattled dwelling is still found in Port au Prince; to build a new wall, it is almost essential for the Haitian to have an old wall that can be plastered with mud cements and lime washes. In domestic hard-



ware, the iron pot and the brazier are staples, as they were fifty years ago; the lard tin and the kerosene oil tin have supplemented these utensils since then, but little other domestic demand has been created. For machinery and machine equipment, labour-saving devices, and the raw products of industry, the present demand is negligible, and will only improve with an influx of foreign capital which cannot be anticipated at present.

#### THE TRADE

It is therefore not surprising to find the distribution of hardware in comparatively few hands. In the capital, the three largest general merchants handle hardware extensively, both wholesale and retail. There are also two strong American firms whose businesses are solely metals and hardware, and one much smaller Haitian firm of good standing. In the outports the general merchants are the large distributors, although it is by no means uncommon to find in each outport one reputable house specializing in hardware. Curiously enough, in view of the restricted custom, many of the manufacturers' representatives in Port au Prince carry hardware lines; the tendency, however, is for such agents to spoil their wholesale trade through small sales to the lesser distributors. A list of the hardware distributors of Port au Prince and of the outports may be obtained on application to the Department of Trade and Commerce, Ottawa.

#### AGRICULTURAL EQUIPMENT

There is practically no cultivation of crops in Haiti. The exported crop (coffee) is entirely in the wild state. The cultivation of maize, which is the only domestic cereal, is scarcely more intensive. Until the plains of the Artibonite estuary are irrigated, or foreign capital resuscitates the sugar industry, there will be little or no market for agricultural equipment in this republic. Even when a demand is created through development, the broken nature of the terrain will probably result in the development of special types of such equipment.

*Machetes.*—No single make of machete predominates in Haiti, and the demand for this implement is diminished by the curious Haitian hoe described hereafter. In the neighbourhood of Port au Prince the "Collins" machete has been gaining a footing; its high price, however, limits its sale. British machetes sell, but not freely. The principal tools shown are crude and cheap German knives. This is particularly true in the north of Haiti, whose distributing centre is Cap Haitien. Here an extensive German colony of many years' standing has created a demand for a large number of German commodities. Heavy crude broad-bladed cutlasses of German origin are being imported at Cap Haitien at \$5 per dozen c.i.f. Haitian port. Quotations of \$4 per dozen had been received, also from German sources. A profit of about 15 per cent is made by the distributor upon these implements.

*Hoes.*—The Haitian hoe is the single specialized implement of the Haitian peasant. For many years this trade remained with one or two Birmingham houses. The business was lost completely during the war, but during the past two years these British manufacturers have made strenuous efforts to regain the field, and everything points to their complete success. Their tools are too well known to be permanently replaced. By Canadians, the Haitian hoe would probably be termed a sickle. It has a curved cutting blade, in the same plane as the eye of the hoe. It is used for all general purposes with either a long or a short handle. The edge is sufficiently ground for either cutting or chopping. These hoes arrive in casks of ten dozen each, and astonishingly good prices are being quoted by British houses at present.

Supplementing the Haitian hoe is the broad-bladed spud hoe—a heavy tool with blade 8-inch, 10-inch or 12-inch in width, and a narrow eye for a locally fitted handle. The business in this implement was likewise a monopoly of Birmingham; in some central American countries this hoe is a copyrighted Birmingham shape. Of late years, however, it has been imitated with varying success by German and American houses. At present the original manufacturers appear to be regaining their ascendancy.

*Spades and Shovels.*—There is a very small sale for shovels and not much more for spades. These implements are replaced in Haiti by hoes and machetes. Sturdy spades of the square pointed type enjoy a small sale and are supplied at present from American sources.

*Wire-fencing and Barbed Wire.*—As Haiti is almost entirely uncultivated, the sales of fencing are very limited. Small amounts of barbed wire are being stocked for areas contiguous to the towns. With the opening of the roads through the interior a very considerable demand should develop for barbed wire and similar fencing, and Canadian manufacturers of these products should take note of Haiti as a potential customer within the next five years. At present there is no woven fencing of any importance sold in Haiti.

### Building Materials

The Haitian centres of population show various types of architecture and construction. In the past, the large manor houses and merchants' residences were of stone, and the remainder of the towns consisted of wooden buildings for the stores and places of assembly, and wattled huts for the masses of the population. The wooden buildings still persist, but the trend is setting towards cement construction; to-day a large number of the new buildings are either cement or brick and cement. As previously noted, this cement construction is by no means first-class; poorly burned lime is mixed with small amounts of cement, and the batch plastered over old walls. The masons are only moderately skilful, and often the cement will have set before it is in or on the wall. There is very little reinforcing done, and among local contractors little understanding of the training of reinforcing metals. There is no expanded metal used.

Formerly Haitian houses were limewashed without and papered within. The faulty walls give insect life every opportunity to develop to the discomfort of the dwellers; of late years therefore the trend has been towards smooth glazed walls within and without. The use of ornamental distempers and kal-somines for decorative purposes is just beginning, but it is expected to become popular within the next few years.

The American occupation has given impetus to better buildings, and a number of American contractors are now available in Haiti for thoroughly modern and up-to-date construction. Under the advice of these contractors it is very probable that the use of cement will increase very largely for building purposes, and that gradually a much better type of construction will appear.

*Cement.*—The sale of cement in Haiti is not restricted to the hardware merchants or to merchants carrying large quantities of bulk imports. Almost every small shop carries a few bags of cement for sale by the pound. These retail lots are purchased from the large general merchants, each of whom carry a few hundred bags in stock at all times. This cement is entirely in sacks, and the importers pay the retailers 15 cents for each sack, the importer selling these sacks to the local shirt makers. If barrels are to be quoted to the Haitian trade, the differential must be sufficiently great to overcome this rebate upon sacks, as the wooden barrel has no value whatsoever in this market.



An interesting illustration of the frugality of the Haitian retail trade came to the notice of the writer in connection with cement. More than one general merchant ventured the opinion that the demand for sack cement was largely dictated by the desire to gain a certain amount of leakage from these sacks which could be retailed pound by pound. This economy was borne out strikingly by a shipment of British cement which entered Port au Prince at the time. An order running into several hundred bags arrived in jute sacks instead of twill. Although these sacks were paper-lined, yet the leakage was enormous, and as the stevedores unloaded this shipment the air was dense with cement dust. The shipment appeared to be a serious loss, but eventually the importer was able to dispose of it at a fair figure, due largely to the fact that a heavy leakage from these sacks, which could be swept up from the floors of the warehouses and retailed pound by pound, appealed more to the retail distributor than the delivery of perfect goods.

The Canadian steel drum is well known in Haiti as a cement container, although no cement had been coming forward from Canada for some time. The largest contractor in Port au Prince declared emphatically in favour of this container, but the retail trade were equally firm in favour of sacks. As twill sacks are considerably dearer in Canada than in the United States, Canadian exporters to this market would be further handicapped on that account.

The competition in cement in Haiti is strongly Scandinavian. The two brands so prominent in Jamaica and Santo Domingo are equally well known in Port au Prince. Danish prices have been consistently below the level of the American market, and as long as the present differential exists, there is little opportunity for Canadian business. American cements are losing out in this field, and their freight charges are considerably less than any rate that could be quoted from Canada without direct services. Price, it should be noted, is not such a factor in keeping Canadian cement out of Haiti as transportation. No local merchant wishes to stock more than a few hundred barrels at once, and this is not sufficient to persuade a free route steamer to enter the very high-priced Haitian ports. The Canadian cement trade in this republic therefore must await a direct line before developing the field.

There is a very considerable difference of opinion about the quality of Danish cement in Haiti. Some dealers stated that it sets much too rapidly while others held it to be the equal of American and English cements. However, the building trade of Haiti is not sufficiently developed to allow quality to become a prime factor in the sales. There is nevertheless an excellent argument for high-quality slow-setting cements because of the inefficiency of the masons, and particularly because of their tendency to mix large batches of cement at once; and this difficulty impels many of the more intelligent contractors towards American or British cements whose performance is guaranteed.

#### LUMBER

Haiti cuts almost no lumber on her well-clothed hills, but imports her entire requirements from the United States. These requirements are filled by rough and dressed yellow pine. Dressed lumber comprises an unduly large proportion of the total imports because of the primitive woodworking facilities. (A labourer turning a great wheel is the general motive power in this state for hand lathes and planes.) Small schooners are constantly arriving from the Gulf and distributing on behalf of their charterers to all of Haiti's dozen outports. These schooners vary in size, but probably 200,000 feet of lumber would be an average cargo. In view of the ease of delivery and the endurance of long leaf yellow pine in the tropics, it is doubtful if Canadian shippers of spruce or other competitive woods would be justified in entering the Haitian market at present.

A different situation, however, prevails in the case of white pine, which enjoys considerable popularity in this republic. Haitians have never learned to polish concrete floors in the British West Indian fashion, and all floors, together with much of the partitionings and ceilings, are built from the best quality of white pine lumber. Moreover, all Haitian lumber importers believe Canadian white pine to be preferable to American, and all are anxious to receive quotations. The difficulty in competing, however, arises from the size of the shipments. All lumber, either rough or dressed, is stored indoors to prevent warping and theft. Each individual merchant has only a small area for storage, and they are therefore obliged to order from month to month. The use of steamer transportation from Canada, together with transhipment charges on such a bulk article as lumber, would of course be prohibitive. Only two methods therefore appear as feasible for introducing Canadian lumber in this field:

(1) It is quite possible to obtain an absolutely reliable representative in a position to give a guarantee for consignments. There are two or three dealers in Port au Prince who could move 200,000 feet of white pine in from two to three months. Storage on a small scale is relatively cheap, and the presence of such stocks would ensure the very best prices, as no one stocks extensively at present, and there is no choice in the stocks that are held. It would seem probable that the first exporter who consigns cargoes of white pine to Haiti will obtain almost the entire business, as the large wholesalers all agreed that they would rather buy their small lots locally than send to New York for them.

(2) The second method would be to have a local agent call on the trade and make up a cargo occasionally. At first sight this would appear to embody less risk than the former suggestion. However, if the proper distributor were chosen from among the general merchants of Port au Prince—who are as strong financially, and as reputable in Haiti as in any other part of the world—there would be a considerable advantage in consignments over commission cargoes, as the arrival of a complete cargo of white pine would seriously affect the prices of competing wholesalers.

It is therefore urged that Canadian shippers should consider the Haitian market with a view to obtaining a proportion of the lucrative white pine trade. From the writer's experience, Canadian white pine will practically sell itself in this market.

*Prices.*—In June yellow pine was being purchased in Port au Prince in cargoes of 500,000 feet, at \$48 c.i.f. Port au Prince, with optional distribution at outports. White pine was quoted at \$51 f.o.b. New York. Steamer freights of \$15 per thousand was charged against parcels of 50,000 feet or less. These white pine parcels were assorted in both rough and dressed lumber. A considerable portion of each parcel consisted of short length boards for mule back transportation into the interior. A good percentage was likewise tongued and grooved in 12-, 14- and 16-foot lengths. The rough lumber was largely 1 by 12-foot in the shorter lengths.

*Laths and Shingles.*—There is no import of either laths or shingles, and extremely limited imports of sashes and doors. These latter are of local manufacture. The only imports of interior trim are very high quality floorings of oak, cedar, mahogany and white pine. These floorings are specially purchased and are generally bought by selection from dealers who specialize in the highest class of trade.

#### CORRUGATED SHEETS

The trade in corrugated sheets is not as extensive as in areas more accessible to the centres of distribution, but there is a fair sale for the higher-gauge sheets. Cheapness is much more important than quality in this trade; gauges Nos. 28



and 30 are the more popular. These light-weight sheets are bought by the ton and sold by measurement, thus rendering the business more lucrative. At present Great Britain, Germany, and the United States are sources of supply. The United States, however, are disappearing from this trade, and the future would appear to belong to the United Kingdom. The British prices are much superior to those of their competitors. A number of complaints regarding British invoicing of corrugated sheets were heard; it appears that the description of this commodity upon invoice forms affords some difficulty, if Haitian Customs regulations are to be satisfied.

#### PULP AND FIBRE BOARDS

Pulp and fibre boards have not been introduced in Haiti at present, and given the present rough types of construction, it is unlikely that a market for such specialized product can be developed. It is certain that the Haitians who are familiar with the more pretentious types of Continental architecture would regard such materials as flimsy, and their introduction would be very difficult indeed.

### GOVERNMENT SUPPLY PURCHASING FOR THE NETHERLANDS EAST INDIES

TRADE COMMISSIONER A. B. MUDDIMAN.

*[Former reports in this series have been published as follows: Automotives (No. 1028); Paper Trade (No. 1029); Leather and Leather Goods (No. 1030); Chemists' and Druggists' Sundries (No. 1031); Rubber Goods (No. 1032); Textiles and Wearing Apparel (No. 1033); Building Material, Furniture, and Paints (No. 1034); Chinaware and Glassware (No. 1036); Provisions and Beverages (Nos. 1037, 1038); and Machinery (No. 1040).]*

The purchases of the various Departments of the Netherlands East Indies Government in open years of Government buying are quite a large item. During the war departments were allowed to purchase locally; or, for other reasons, a requisition was made on the Department of Colonies in Holland, who, through a special Purchasing Bureau, obtained and shipped the supplies.

After the war for various reasons, such as the prevention of one department bidding against another for the same local supplies, a new system of Government purchasing was introduced to economize expenditures. All articles required in the Netherlands East Indies except those needing expert selection are obtained through the Purchasing Bureau in Holland or its branch office in Java. Every opportunity is afforded local industries to supply the goods in competition with foreign plants. The important point for Canadian manufacturers and exporters to note is that the possession of a representative in Holland or the Netherlands East Indies is an essential condition of tendering, and Canadian firms not locally represented should apply for agents if they desire a share in this business.

#### DETAILS

The addresses of the various official bodies connected with the purchasing of supplies are (1) in Holland (*a*) Technisch Bureau van het Ministerie van Koloniën dan Haag; and (*b*) Koloniale Etablissement, 2, Westerdoksdijk, Amsterdam; (2) in Java there is the Indische Centrale Aanschaffingsdienst at Bandoeng (generally known for short as Ica).

The conditions of tenders and deliveries are contained in the "Algemeene Bepalingen dienst in de Koloniën," which could be obtained from Holland. The specifications of the Koninklijke Institute of Engineers might also be useful for technical firms.

### REQUIREMENTS

Government needs are so varied and wide embracing that it would be impossible to go into them here. As types of calls for tenders and not as in any way embracing the long list of requirements, the writer appends the following brief call which appeared recently.

The need for local representation, however, must again be emphasized first, as this is only an extract from the monthly official list of supplies to the Netherlands East Indian Government issued through the Central Purchasing Department. Not one of these orders have been obtained by an agent unless stocks were in the Netherlands East Indies and the necessary organization available for the delivery of the products to the various destinations specified. This brief extract is only published to indicate some of the requirements in use:

Steel wire rope,  $\frac{7}{16}$ -inch and  $\frac{1}{2}$ -inch thick. Various kinds of lubricating oil and grease for War Department, State Railways, and Banka Tin Mines. Cotton packing for State Railways. Camel hair belting, 8-inch and 6-inch, for Ombilin Mines. Coal tar and Swedish tar for State Railways, Military Engineering Department, Marine Department, and Salt Packing Department. Various descriptions of paper for Department of Public Works. Girder iron and hoop iron for Military Engineering Department. All kinds of soap (totalling over 10 tons) for different Government departments. Narrow-gauge railway material for Salt Packing Department. Compressors, lighting set, and electric welding set for the State Railways. A quantity of hoisting apparatus and machine tools for the State Railways and other departments.

A typical call for tenders from the Department for the Colonies reads somewhat on the following lines when abbreviated:—

The Commercial Secretary at The Hague states that the Department of the Colonies is inviting tenders for the supply of the undermentioned goods: (1) 350 metres of aviary wire netting with 1-inch and 100 metres with  $1\frac{1}{2}$ -inch mesh; (2) 5,000 kg. sheet lead, 3-mm. thickness; (3) 1,750 kg. zinc in sheets; (4) 100,000 kg. cast-iron; (5) 500 hurricane lanterns; (6) 6,000 sheets of emery linen, 14,500 sheets of emery paper; (7) 200 pick-axes; (8) 600 shovels, 100 ballast shovels; (9) various small parcels of tools, oil cans, etc.; (10) hammers; (11) various tools; (12) 800 bolts, 850 locks; (13) 17,950 kg. tubing, for gas and water, etc.; (14) 20,000 Messingen half-round rings, 30,000 buckles without tongues; (15) 500 kg. asbestos packing, 280 kg. asbestos cord, 285 kg. manhold packing, 1,260 kg. reimers packing; (16) 1,000 kg. solder wire, with resin; (17) 3,700 kg. yellow soap, 1,660 kg. yellow soap; (18) 5,000 kg. calcium carbide; (19) 8,000 kg. green peas, 8,000 kg. marrowfat peas; (20) 100 wooden cases, each with four tin containers of 20 kg. (25 litres) for packing 8,000 kg. of marrowfat peas; 100 wooden cases, each with containers as above. Tenders should reach the Director of the Koloniale Etablissement, Amsterdam, not later than 1 p.m., 29th March.

Canadian manufacturers have fortunately a Canadian Government Trade Commissioner's office in Holland at Zuidbluck 26, Rotterdam, if they desire to cater to this Government business through Holland.

The writer also recommends to the attention of exporters a hand-book containing technical instructions regarding the supply and packing of goods destined for the Netherlands East Indies Government Services which is published by and issued through the Koloniale Etablissement, at the Hague, entitled *Technische Voorschriften betreffende de Levering en Verpakking van Benodigheden*.

### CHINESE PIECE GOODS COMPETE WITH FOREIGN CLOTHS IN AMOY

Foreign cotton piece goods and cotton yarns are now meeting serious competition in the Amoy market from Chinese factory products, says the United States *Commerce Reports*. A strong trade in the coarser grades is being established locally, and certain varieties of fancy cottons are coming freely into South Fukien. The Chinese goods are brought mainly from Shanghai and Swatow, and are sold not only in Amoy and the immediate surroundings, but Changchow, Tung-an, and Shima also take large supplies for the local trade and for redistribution to interior points.



**IMPORTS INTO BARBADOS IN 1922**

TRADE COMMISSIONER E. H. S. FLOOD

## II

**Manufactured Goods**

*Machinery and Electrical Apparatus.*—During the boom period in sugar which followed the Armistice, nearly every sugar estate in the island began to install new and up-to-date machinery for sugar making, and carried on the work from time to time until every sugar factory was completely equipped. The demand therefore for machinery of this kind has now very considerably fallen, so that the import last year was but small.

Electrical apparatus was imported to the value of £9,664, mostly from the United States and the United Kingdom. Canada has recently entered the market with these goods and supplied to the value of £1,243.

*Motor Cars and Bicycles.*—The import of motor cars, bicycles, motor bicycles, and parts valued some £27,000 last year, a figure much below that of 1921. During the two years, 1921 and 1922, 115 motor cars were imported, about the same number in each year. During these two years, 78 cars came from the United States, 24 from Canada, 6 from the United Kingdom, and 7 from other countries.

In motor bicycles the demand is for the English makes, and the same applies to bicycles.

*Metals, Including Nails.*—Metals to the value of £44,360 were imported last year; of this over £4,000 were in nails, chiefly from Canada. Most of the wire nails during the last few years have come from Canada. In wire fencing, the import values about £2,500 a year, of which Canada is getting a very fair share, though last year the chief supply came from the United Kingdom. The total import of iron and steel manufactures in nearly every line was less in 1922 than in the two preceding years.

*Drugs and Chemicals, Calcium Carbide.*—Chemicals are imported to the value of about £6,000 a year. The United Kingdom is credited with the bulk of this supply, though some of it comes from the Continent and is only shipped through the United Kingdom. The United States quota is about £1,000 a year and Canada's about £400.

A large quantity of calcium carbide was imported from Canada last year. In 1920-21 the import of this item was quite small, but an unusual demand has been created, probably for the use of the oil company's works. The aggregate value of chemicals and calcium carbide was £8,861 last year.

Drugs and medicines were imported to the value of £16,999, one-half of which came from the United Kingdom, Canada supplying £902.

*Cordage.*—The quantity of cordage now being imported is less than in the years immediately before the war, though the value is higher. The United Kingdom is supplying the market with this commodity, and the Canadian trade is falling off. In 1918 and 1919, Canada supplied about half the demand, and it looked then as if Canadian cordage might hold its place in the market. The total import last year was £3,845.

*Cotton Goods and Haberdashery.*—Canadian manufacturers do not appear to be very much concerned at present with the demand in these islands for the various lines of cotton goods and haberdashery. The value of the import of these goods, however, is large, averaging over £100,000 a year, and important enough to tempt some Canadian manufacturers to try the market in lines in

which their prices and qualities are competitive. The United Kingdom has now the greater part of the import, though that of the United States makes a good second.

*Paper, Stationery and Printed Books.*—There has been considerable fluctuation in recent years in the value of writing and wrapping paper imported. In 1922 the combined value stood at £18,858, an increase of about £4,500 over 1921. In both these years Holland stood first in supply, the United States second, the United Kingdom and Canada third and fourth respectively. The import of paper from Canada valued £3,628 last year, and showed a fair increase. In the last four years this class of goods, including wallpaper, paper boxes, etc., had an average value in the import of about £22,000.

In books and stationery the average annual import is about £12,000. Up to last year Canada and the United States had a fair share of this import, but the share has now grown quite small, the United Kingdom having absorbed most of the trade. In view of this fact it should be of interest to Canadian publishers and manufacturers of stationery lines to keep the firms in the West Indies better informed as to their goods, both by circulars, quotations and price lists and by sending samples when it appears necessary.

*Trunks, Valises, Brooms and Brushes.*—Trunks and valises are two lines of manufactured goods of which Canada has had in the last three years the largest figure in the import to her credit. The total import last year was quite small in these goods, being only £675, or one-third of the import of 1920, but in 1922 the imports fell off in a great many lines besides those of trunks and valises.

In brooms and brushes also the total import was comparatively small, and though much less than 1920 was an increase over 1921. Canada has had for many years a substantial market here for her brooms and brushes and the trade appears to hold, though less were imported last year in sympathy with the general decline in imports.

*Matches, Blacking and Polishes.*—A certain quantity of safety matches in boxes of about 50 to the box are imported each year, the average for the last three years being approximately 17,000 gross of boxes. Last year considerably more than the average were imported, the value of the import being about double. For the first time since the war the Swedish match took its place as leader with the United Kingdom second, though it is probable that the United Kingdom match is really from the Continent and no doubt Swedish. The import from Canada valued £520, about the same as 1921. The matches imported are for the most part safety matches which require to be struck on the box, and a small quantity of ordinary friction matches. In the last two years some Japanese matches reached this market, and a few gross from Trinidad which were of local manufacture. Price is the reason of the Swedish match hold on the market. In spite of the preference the Swedish match can be laid down and sold cheaper than any other match, and yet it is of very fair quality.

The blackings and polishes used in Barbadoes come from the United Kingdom and the United States, the import last year amounted to £2,648. The polishes best known and most popular are the following English makes:—"Pro-perts," "S.A.P.," "The Nugget," and "Kiwi," the latter recently introduced. The United States makes most used are "Bikby," "Two in One," and "Shinola." Up to the present no Canadian made polishes have been seen on the market, though the demand for polishes in Barbados and the other West Indian Islands taken together must be quite substantial and worth an effort.

*Boots, Shoes and Slippers.*—Last year there was a considerable import of footwear, and as compared with 1921 values almost doubled. The United Kingdom had more than half of the trade, the United States came second, and



Canada a poor third. There was, however, an increase shown for Canada, the shoes imported being chiefly canvas with rubber soles. As has been pointed out in many previous reports, Canadian manufacturers of boots and shoes have not made any serious effort to obtain a proper share of this trade, though the import in the whole of the West Indies in these lines is important.

## **SOUTH WALES COMMERCIAL AND INDUSTRIAL NOTES**

TRADE COMMISSIONER DOUGLAS S. COLE.

### **Coal Shipments of the Bristol Channel Ports**

Bristol, December 14, 1923.—Coal is the mainstay of the trade of the port of Cardiff; it is only a little less so than that of Newport; while even Swansea, notwithstanding the diversity of its metallurgical interests, is very largely dependent upon it. The Bristol Channel ports are at the present time shipping at the rate of between 38,000,000 and 40,000,000 tons per annum as cargo and bunkers in the foreign coasting trade, equivalent to about 37 per cent of the total cargo and bunker trade of the United Kingdom. That trade provides English tramp tonnage with more outward bulk cargoes than any other port in the United Kingdom, and the vast shipping interests which the coal export trade has created have led to the establishment of great ship-repairing and other industrial undertakings.

The bulk of the trade this last few months has been with France, and during November over a billion tons, or nearly 44 per cent of the total exports from the five South Wales ports, were shipped to that country. During August and September the French demand diminished under the belief that the discontinuance of passive resistance in the Ruhr would be followed by a big decrease in the deliveries of Reparation coal from that area. Stocks were allowed to fall to abnormally low figures, and when it was found that the supplies from the Ruhr were not being increased, French demand for South Wales supplies revived, to over the million-ton mark per month.

Heavier shipments for November, 1923, delivery over October, 1923, were made to Canada, Greece, and the British Coaling Depots, although compared with 1922, Canadian shipments were less by 22,690 tons for the month of November. Halifax, St. John, and Montreal all shared in deliveries. The November aggregate only amounted to 13,110 tons as compared with 35,800 tons for the same period in the previous year.

### **South Wales Shipping Losses**

The balance sheets of two shipowning companies of Cardiff have just been published, and they tell very much the same tale as those issued the past few months. The depression still hangs heavily over practically every branch of shipping, but particularly over that normally employed in the carriage of bulky cargoes.

The recent election in England has directed attention to the contraction in the volume of international trade. The decrease compared with 1913, in the total value of foreign trade, amounts to about 25 per cent; in volume the percentage decrease has been in many trades considerably less.

The only import branch of the bulk-carrying trade which shows this year a greater volume than that of any pre-war year is coal export. The total quantity of coal carried as cargo from British ports to foreign destinations has been greater this year than in any other year in the history of the trade. The surplus of tonnage, however, has prevented anything like a corresponding

improvement in the net earning position of steamers. It has kept freights extremely low, and the position in the coasting trade has been relatively worse than that in the foreign trade.

### Steam vs. Motor Propulsion

The *South Wales Journal of Commerce* reports that considerable interest has centred round the question of motor ship propulsion during the past month, in view of the fact that an order was placed for a 20,000-ton oil-engined liner, and a Government guarantee given for £1,800,000, to the Bank Line, for the construction of nineteen motor cargo ships under the Trade Facilities Act. An analysis of the respective fuel consumptions of corresponding steam and motor ships is therefore of importance. In this month's *Motor Ship* details are given of the fuel consumption on a steamer and a motor vessel, over a period of about six months. The hulls are of exactly the same dimensions and the average speed at sea, in both cases, 10·8 knots. It is shown that the steamer, which is oil-fired, burns practically three times as much oil under its boilers as was required in the Diesel engines of the motor ship for the same period. In exact figures, it is found that the steamer covers 7·12 miles per ton of oil, and the motor ship 19·6 miles per ton.

### POSITION OF CANADIAN GOODS UNDER SPANISH TARIFF

The Department of Trade and Commerce is officially advised that Canadian products imported into Spain are now dutiable at First column rates of the Spanish tariff. The Spanish tariff consists of (a) First column or higher tariff; (b) Second column, the rates of which are from one-third to one-half those of the First column; (c) conventional duties established by treaties made by Spain with other countries and which are usually lower than those of the Second Tariff. Negotiations have been in progress for some time with a view to a new trade arrangement between Canada and Spain. The matter is receiving the attention of the Canadian Government.

### SHIPPING SERVICE BETWEEN HALIFAX, CARIBBEAN AND SOUTH AMERICAN PORTS

Messrs. I. H. Mathers & Son, Halifax, agents for the line, advise that the Linea Hispano Americana de Vapores advertises sailings from Halifax commencing January 30, by the steamer *Maria Pinango* for Havana, Laguayra (Venezuela), Port of Spain, Montevideo and Buenos Aires. For the convenience of exporters, this steamer will call at Curacao, Rio de Janeiro, and Rosario if sufficient freight offers.

### TENDERS INVITED

#### New Zealand

Mr. W. A. Beddoe, Canadian Trade Commissioner at Auckland, has forwarded copies of specification for the supply and delivery c.i.f. Dunedin or f.o.b. port of shipment of a 20-k.v.a. alternator and water wheel complete with governor, exciter, switch board, and field rheostats, all in accordance with the specification, for the Public Works Department, Wellington. The specification is open for inspection at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa. Tenders, which close on March 18, 1924, should be addressed to the Secretary, Public Works Tenders Board, Wellington.



## OCEAN MAIL SERVICE

<i>With mails for</i>	<i>Steamer</i>	<i>Sailing from</i>	<i>Date</i>
Great Britain and Countries via Great Britain.	<i>Antonia</i> .. . . .	Halifax .. . . .	Jan. 21
" " " " " "	<i>Montlaurier</i> .. . . .	St. John .. . . .	Jan. 25
" " " " " "	† <i>Aquitania</i> .. . . .	New York .. . . .	Jan. 26
" " " " " "	<i>Minnedosa</i> .. . . .	St. John .. . . .	Jan. 31
" " " " " "	- <i>Metagama</i> .. . . .	St. John .. . . .	Feb. 1
" " " " " "	† <i>Majestic</i> .. . . .	New York .. . . .	Feb. 2
France and Germany .. . . .	* <i>Pittsburg</i> .. . . .	Halifax .. . . .	Jan. 25
Bermuda, Leeward Islands, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, British Guiana, Venezuela, St. Kitts, Antigua, Barbados, Trinidad, British Guiana .. . . .	<i>Chignecto</i> .. . . .	Halifax .. . . .	Jan. 18
Bermuda, Bahamas, Jamaica, Colombia, British Honduras .. . . .	* <i>Canadian Otter</i> .. . . .	Halifax .. . . .	Jan. 25
China and Japan .. . . .	* <i>Canadian Fisher</i> .. . . .	Halifax .. . . .	Jan. 31
Japan only .. . . .	<i>President Jefferson</i> .. . . .	Victoria .. . . .	Jan. 21
" " " " " "	<i>Yokohama Maru</i> .. . . .	Victoria .. . . .	Jan. 23
China and Japan .. . . .	<i>Arabia Maru</i> .. . . .	Victoria .. . . .	Jan. 26
Australia and New Zealand .. . . .	<i>President Grant</i> .. . . .	Victoria .. . . .	Feb. 2
	† <i>Tahiti</i> .. . . .	San Francisco .. . . .	Jan. 25

† Letter mail only. \* Parcel Post and specially addressed correspondence only.

! Letter and paper mail only. - Papers, parcel post and specially addressed correspondence only.

The *Antonia* will also be used for direct mail for the Continent including direct Parcel Post to France. The *Minnedosa* will also be used for direct mail for the Continent including direct Parcel Post to France and Belgium.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING  
JANUARY 7, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 7, 1924. Those for the week ending December 31, 1923, are also given for the sake of comparison.

	Parity		Week ending Dec. 31, 1923.	Week ending Jan. 7, 1924.
Britain .. . . .	1.00	\$4.86	\$4.4292	\$4.4087
France .. . . .	1.	.193	.0522	.0505
Italy .. . . .	1.	.193	.0443	.0443
Holland .. . . .	1.	.402	.3890	.3872
Belgium .. . . .	1.	.193	.0459	.0445
Spain .. . . .	1.	.193	.1320	.1313
Portugal .. . . .	1.	1.08	.0384	.0359
Switzerland .. . . .	1.	.193	.1790	.1790
Germany .. . . .	1.	.238	....	....
Greece .. . . .	1.	.193	.0230	.0221
Norway .. . . .	1.	.263	.1501	.1490
Sweden .. . . .	1.	.268	.2711	.2716
Denmark .. . . .	1.	.268	.1816	.1811
Japan .. . . .	1.	.498	.47660	.4726
India .. . . .	1.	2s.	.3248	.3236
United States .. . . .	1.	\$1.00	1.0250	1.0275
Mexico .. . . .	1.	.498	....	.4919
Argentina .. . . .	1.	.424	.3280	.3275
Brazil .. . . .	1.	.324	.1037	.1053
Roumania .. . . .	1.	.198	....	....
Jamaica .. . . .	1.	4.86	4.4575	4.4311
British Guiana .. . . .	1.	1.		
Barbados .. . . .	1.	1.		
Trinidad .. . . .	1.	1.		
Dominica .. . . .	1.	1.		
Grenada .. . . .	1.	1.	.9084—.9378	.9029—.9324
St. Kitts .. . . .	1.	1.		
St. Lucia .. . . .	1.	1.		
St. Vincent .. . . .	1.	1.		
Tobago .. . . .	1.	1.		
Shanghai, China .. . . .	1.	.708	.7444	.7436
Batavia, Java .. . . .	1.	.402	.3818	.3750
Singapore, Straits Settlements .. . . .	1.	.567	.5330	.5343

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

41. CEREALS, FLOUR, ETC.—An agent in Hamburg who is experienced in the flour and feeding stuffs trade is anxious to secure the agency for a Canadian flour mill and of Canadian exporters of wheat, rye, corn, oilcakes, lard, bacon, and evaporated milk.

42. PROVISIONS.—A Hamburg firm seek the representation of Canadian exporters of flour, dried and evaporated fruits, condensed milk, and cheese.

43. FLOUR.—Canadian firm interested in the export of flour would be well advised to communicate with a Belgrade concern who are anxious to open up business relations with Canada.

44. A firm in Tunis are anxious to be put in touch with Canadian exporters of food products.

45. A firm in Tunis wish to act as agents or buy direct from Canadian exporters of food products.

46. CHEESE.—A Brussels distributor desires agency of Canadian Cheshire cheese.

47. PACKING-HOUSE PRODUCTS.—A Hamburg firm desire to get in touch with Canadian exporters of packing-house products.

48. PROVISIONS.—A firm in Hamburg wish to get in touch with Canadian firms exporting provisions of all kinds, especially condensed milk, cheese, canned salmon and lobsters, dried and evaporated fruits, with a view to handling consignments.

49. BUTTER AND CHEESE.—A Hamburg firm wish to get in touch with Canadian exporters of butter and cheese.

50. MILK.—A firm in Rotterdam would like to hear from Canadian exporters of condensed, powdered and evaporated milk, either with a view to representation or buying direct.

51. DRIED FRUITS.—A firm in Hamburg wish to get in touch with Canadian exporters of dried and evaporated fruits such as plums, pears, apricots, peaches, and apples.

52. MILK PRODUCTS, ETC.—A Marseilles firm wish to obtain district agency for milk products and for lard, hides and skins, cattle casings, grains and flour.

53. GRAIN, FLOUR, CANNED GOODS.—An Antwerp firm of merchants seek agencies for Canadian grain, flour, canned salmon, lobster, condensed milk, fruit and vegetables.

54. FLOUR.—Reputable and aggressive agent in Port au Prince can do well with Canadian flour account, and solicits offers from mills not at present represented in that area. A mill with export offices in New York especially desirable in view of the lack of direct communication with Canada.

55. REPRESENTATION.—A Trinidad firm of commission merchants seek representation of a Canadian milling firm in Port of Spain.

56. FOODSTUFFS AND ALCOHOL.—A Brussels importer desires to represent or purchase, as occasion may warrant, Canadian flour, macaroni, haricots, beans, peas, lentils, cheese, canned fish, fruit and vegetables; also alcohol and methylated spirit.

57. CANNED GOODS, ETC.—A Ghent dealer in foodstuffs desires to purchase direct canned fish, fruit, vegetables, and dried fruit.

58. FORAGE.—An Antwerp merchant desires to hear from Canadian firms specializing in oilcakes, hay and straw, barley and oats. Would undertake agencies for Belgium.

### Miscellaneous

59. WHEAT; LEATHER.—An old-established firm in Tunis wish to communicate direct with Canadian exporters of wheat; also of leather.

60. WOOL.—A Belgian firm are desirous of hearing from Canadian exporters of combed wool.



61. **TEXTILES.**—A firm in Tunis would like to secure the agency of a Canadian concern in a position to export cotton and woollen textiles.

62. **WATERPROOFS; HOSIERY; CLOCKS.**—A Tunisian firm would like to be placed in connection with Canadian exporters of waterproofs, hosiery, and clocks, with a view to representing them in that country or secure their agency.

63. **ASBESTOS; TEXTILES.**—A French firm wish to get district agency for asbestos products (roofing cement, etc.) and textiles (flax, hemp, cotton and wool) for the Vosges district of France.

64. **OYSTER SHELL GRIT.**—A Cardiff house desire quotations on oyster shell grit in ton lots; quotations to be c.i.f. in sterling; packing in cwt. (112 pounds) bags.

65. **WHISKIES.**—A firm in Tunis are willing to act as agents for Canadian exporters of whiskies.

66. **LEATHER RANDS.**—A wholesale leather house in Bristol desire quotations on leather rands, single, double stitched or double cemented, preferably the latter. Quotations may be either f.o.b. Canadian seaboard or free delivery Bristol.

67. **SCRAP LEATHER.**—A Bristol wholesale merchant house desire quotations on scrap leather in ton lots; large sizes preferable. Small parcel post samples should accompany quotations in sterling, free delivered Bristol.

68. **LEATHER.**—A Bristol firm of leather importers desire contact with a Canadian producer of fine upper leathers, either on commission or consignment basis.

69. **SOLE LEATHER.**—A Bristol wholesale leather house desire quotations on sole leather and sole leather offals.

70. **SCRAP LEATHER.**—A Bristol wholesale merchant house desire quotation in ton lots for scrap leather, both upper and sole. This inquiry includes women's whole heeling scrap as well as shanking.

71. **PATENT LEATHER.**—A Bristol leather firm are open to receive quotations on patent leather sides.

72. **LEAF TOBACCO.**—Cork (Ireland) firm of excellent standing will now buy leaf and strip bright and dark Virginia tobacco for cigarettes and also dark leaf (Kentucky), etc., for pipe tobacco; are open to receive offers of Canadian tobacco of similar qualities.

73. **SPORTING GOODS.**—Antwerp branch of old-established English sporting house desires to establish relations with Canadian manufacturers of sporting goods.

74. **SHOE RIVETS.**—A Bristol wholesale house desire quotations in ton lots for shoe rivets, 17-gauge, large and small heads; samples requested with quotations.

75. **HARDWARE.**—A Birmingham indent house, with trade connections in Australia, New Zealand, and South Africa, are prepared to receive catalogues and quotations from Canadian manufacturers of all classes of hardware, from bar iron to shelf hardware.

76. **REPRESENTATION IN SOUTH AFRICA.**—A Johannesburg firm desire to represent Canadian manufacturers of any lines excepting machinery and engineering supplies.

77. **BICYCLES AND ACCESSORIES.**—A Tunisian firm wish to communicate with Canadian exporters of bicycles and accessories.

78. **AGRICULTURAL MACHINERY, MOTORS AND WINDMILLS.**—A firm in Tunis wish to buy direct.

79. **AGRICULTURAL MACHINERY.**—A firm in Tunis wish to act as agents or buy direct from Canadian exporters.

80. **AGRICULTURAL AND INDUSTRIAL MACHINERY.**—A Tunisian firm wish to open up business direct with Canadian exporters.

81. **TEXTILES; WOOD-PULP.**—An Alsatian firm wish to import raw materials in textiles and wood-pulp.

82. **EGG CASE FILLERS AND FLATS.**—Excellent Cork (Ireland) firm wish to get in touch with a good Canadian supplier of cardboard fillers for egg cases.

83. **BOX WOOD.**—An excellent Cork (Ireland) firm say they can do big business in butter boxes and egg cases (box shooks) if Canadian firms can compete favourably with Swedish prices and quality.

84. **WOODENWARE, ETC.**—A London company of timber brokers are desirous of effecting a connection, preferably in the capacity of agents, with Canadian manufacturers of woodenware such as handles, dowels, washboards, clothes pins, chair seats, turnery, etc.; also box shooks, plywood, railway ties, doors, etc.

85. **LUMBER.**—A French firm want quotations on timber for making boats.

## PROPOSED SAILINGS FROM CANADIAN PORTS

*Subject to change without notice. The sailing dates are approximate.*

### From St. John

To LIVERPOOL.—Montlaurier\*, Jan. 25; Metagama\*, Feb. 1; Montcalm\*, Feb. 8; Montrose, Feb. 15—all of the Canadian Pacific Steamships, Ltd.

To LIVERPOOL AND GLASGOW.—Marburn, Jan. 16; Metagama\*, Feb. 1—both of the Canadian Pacific Steamships, Ltd.

To LONDON.—Hastings County, Intercontinental Transports, Ltd., Jan. 26; Appomattox†, Furness Line, Feb. 6.

To LONDON AND HULL.—Comino†, Manchester Line, Jan. 23; Appomattox†, Furness Line, Feb. 6.

To LONDON AND ANTWERP.—Canadian Ranger, Canadian Government Merchant Marine, Jan. 16.

To LONDON AND HAMBURG.—Grey County†, Intercontinental Transports, Ltd., Jan. 15; Bosworth, Canadian Pacific Steamships, Ltd., Jan. 19; Hastings County, Intercontinental Transports, Ltd., Jan. 26; Bothwell†, Jan. 20; Brecon†, Feb. 9; Bolingbroke†, Feb. 20—all of the Canadian Pacific Steamships, Ltd.

To ANTWERP.—Hastings County, Intercontinental Transports, Ltd., Jan. 26; Minnedosa\*, Jan. 31; Melita\*, Feb. 14—both of the Canadian Pacific Steamships, Ltd.; Essex County, Intercontinental Transports, Ltd., Feb. 12.

To GLASGOW.—Marburn\*, Jan. 16; Bawtry†, Feb. 2—both of the Canadian Pacific Steamships, Ltd.

To GLASGOW AND AVONMOUTH.—Cabotia†, Feb. 1; Lakonia†, Feb. 15—both of the Anchor-Donaldson Line.

To SOUTHAMPTON.—Minnedosa\*, Canadian Pacific Steamships, Ltd., Jan. 31; Melita\*, Canadian Pacific Steamships, Ltd., Feb. 14.

To MANCHESTER.—Manchester Division\*, Manchester Line, Jan. 26.

To AVONMOUTH.—Canadian Transporter, Canadian Government Merchant Marine, Jan. 20.

To CARDIFF AND SWANSEA.—Canadian Leader\*, Canadian Government Merchant Marine, Jan. 25.

To BELFAST AND DUBLIN.—Torr Head, Jan. 24; Lord Londonderry, Feb. 6—both of the Head Line.

To ROTTERDAM.—Lisgar County, Jan. 15; Porsanger, Jan. 31—both of the Intercontinental Transports, Ltd.

To HAMBURG.—Porsanger, Intercontinental Transports, Ltd., Jan. 31.

To HAVRE.—Lisgar County, Jan. 15; Hastings County, Jan. 26—both of the Intercontinental Transports, Ltd.

To SCANDINAVIAN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Feb. 8.

To AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—Trevose, New Zealand Shipping Co., Ltd., Jan. 18; Trewyn, New Zealand Shipping Co., Ltd., Feb. 20.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO AND BUENOS AIRES.—A steamer, Houston Line, Feb. 10.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn†, Canadian Pacific Steamships, Ltd., Jan. 15; Borden†, Canadian Pacific Steamships, Ltd., Feb. 5.

To SOUTH AFRICAN PORTS, CAPE TOWN, ALGOA BAY, EAST LONDON, DURBAN AND DELAGOA BAY.—New Columbia, Elder Dempster & Co., Jan. 15.

### From Halifax

To LIVERPOOL.—Canada\*, Jan. 26; Regina\*, Feb. 16—both of the White Star-Dominion Line.

To MANCHESTER.—Manchester Regiment\*, Manchester Line, Jan. 26.

To LONDON AND HULL.—Comino†, Jan. 23; Appomattox†, Feb. 6—both of the Furness Line.

To HAVANA, LAGUAYRA (VENEZUELA), PORT OF SPAIN, MONTEVIDEO AND BUENOS AIRES.—Maria Pinango, Linea Hispano Americana de Vapores (I. H. Mathers & Son, agents), Jan. 30.

To BERMUDA, NASSAU, KINGSTON AND BELIZE.—Canadian Fisher, Canadian Government Merchant Marine, Jan. 31.

To CUBA AND JAMAICA.—Caledonia, Pickford & Black, Jan. 16.

To PLYMOUTH, CHERBOURG AND LONDON.—Antonia, Cunard Line, Jan. 21; Andania, Cunard Line, Feb. 18.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Canadian Pioneer, Canadian Government Merchant Marine, Jan. 22.

\* Cold storage.

† Sirocco fans.



**From North Sydney, N.S.**

To NEWFOUNDLAND.—Kyle, Newfoundland Government Railway Commission, tri-weekly (Tuesday, Thursday and Saturday).

**From Vancouver**

To AVONMOUTH AND GLASGOW.—Canadian Transporter\*, Canadian Government Merchant Marine, Jan. 20.

To LIVERPOOL, LONDON, ROTTERDAM AND ANTWERP.—Loch Katrine, Royal Mail Steam Packet Co., late January; Drecht dyk, Holland-American Line, middle of February.

To LIVERPOOL, LONDON, ROTTERDAM AND ANTWERP.—Moerdyk\*, Holland-American Line, early January; Loch Katrine, Royal Mail Steam Packet Company, late January; Drecht dyk, Royal Mail Steam Packet Company, middle of February.

To BORDEAUX, HAVRE AND ANTWERP.—A steamer, French Line, February.

To AUCKLAND, MELBOURNE AND SYDNEY.—Hauraki, Canadian-Australasian Royal Mail Line, Jan. 20; Waiotapu, Canadian-Australasian Royal Mail Line, Jan. 21.

To SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Traveller, Canadian Government Merchant Marine, Feb. 20.

To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Line, Feb. 16.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Feb. 8.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Empress of Australia, Canadian Pacific Steamships, Ltd., Jan. 17.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Achilles, Jan. 17; Philoctetes, Feb. 7; Tyndareus, Feb. 26—all of the Blue Funnel Line.

To YOKOHAMA, KOBE, SHANGHAI AND HONG KONG.—Empress of Australia, Canadian Pacific Steamships, Ltd., Jan. 17.

To YOKOHAMA, KOBE, MOJI, SHANGHAI AND NAGASAKI.—Arabia Maru, Osaka Shoshen Kaisha Line, Jan. 17; Manila Maru, Osaka Shosen Kaisha, Feb. 8; Hawaii Maru, Osaka Shoshen Kaisha, Feb. 12.

To YOKOHAMA AND KOBE.—Tokijiwa Maru, Nippon Yusen Kaisha Line, Jan. 17.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Empress of Asia, Canadian Pacific Steamships, Ltd., Feb. 7.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Yokohama Maru, Nippon Yusen Kaisha Line, Jan. 23.

To YOKOHAMA AND SHANGHAI.—Canadian Seigneur, Canadian Government Merchant Marine, Jan. 25.

To YOKOHAMA.—Canadian Britisher, Canadian Government Merchant Marine, Feb. 25.

To BORDEAUX, HAVRE AND ANTWERP.—Maryland, Jan. 27; Hudson, Feb. 11—both of the French Line.

**From Victoria**

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Feb. 9.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Achilles, Jan. 31; Philoctetes, Feb. 7; Tyndareus, Feb. 26—all of the Blue Funnel Line.

To YOKOHAMA, KOBE, SHANGHAI, HONG KONG AND MANILA.—President Jefferson, Jan. 21; President Grant, Feb. 2; President Madison, Feb. 14; President McKinley, Feb. 26—all of the Admiral Oriental Line.

To YOKOHAMA, KOBE, SHANGHAI AND HONG KONG.—Empress of Australia, Canadian Pacific Steamships, Ltd., Jan. 17.

**NORWEGIAN NICKEL REFINERY RESUMES BUSINESS**

The nickel refinery at Christiansand is about to resume operations as a result of an agreement with the Norwegian Government for the remission of unpaid State taxes and a more favourable nickel market, says the *United States Commerce Reports*. This refinery began operations in 1910 for the refinement of nickel and copper and other by-products from smelters at Evje and Ringerike mines, and of other imported ores. In 1916 and 1917 the annual production amounted to about 80,000 tons of ore, worth from 2,000,000 to 2,500,000 Norwegian crowns. During the following three years production decreased until the company was forced to close down on account of inability to compete.

\* Cold storage.

## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report re Mail Subsidies and Steamship Subvention. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Mottion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (c)

NOTE.—Publications of the Commercial Intelligence Service are free, on request, to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly, (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Imports into Canada from United States (1921). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Market of British Malaya (1923). (Price 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Overseas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile : Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru : Its Development and Commercial Opportunities (1923). (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with China and Japan (1914). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.



## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

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### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires, *Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

#### Brazil

Acting Trade Commissioner. Address for letters—Caixa Postal 2164, Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhustadsen 45, Copenhagen. *Cable Address, Canadian.* (Territory covers Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan. *Cable Address, Canadian.*

#### Jamaica

G. R. Stevens, 17 Port Royal street, Kingston. (Territory covers Jamaica, Cuba, and the other countries bordering on the Caribbean sea.) *Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230; office, 504 Osaka Shosen Kaisha Building, Kobe. *Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Acting Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Ireland.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 41 Whitehall street, New York City. *Cable Address, Cantracom.*

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### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

#### Norway and Denmark

C. E. Sontum, Grubbegd, N. 4, Christiania, Norway. *Cable Address, Sontums.*

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain, Trinidad.

## COMMERCIAL INTELLIGENCE SERVICE

(For List of Canadian Trade Commissioners and Commercial Agents, see back page)

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### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

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#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

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#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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### ENLARGED CANADIAN TRADE INTELLIGENCE

Under an arrangement made by the Minister of Trade and Commerce with the Secretary of State for the Colonies, the services of the British Commercial Diplomatic Officers, as well as those of British Consuls, will be available for Canadian firms, who are at liberty to apply direct to them for information as to the possibilities of sale of Canadian products, the method under which business is conducted, and the best means of getting into touch with markets. The arrangement referred to applies to all countries in which Canada is not represented by her own Commercial Intelligence Service.

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### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

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### BRITISH TRADE COMMISSIONERS SERVICE

In connection with the British Trade Commissioners Service which is now established in British possessions overseas, the British Government has placed the services of the Trade Commissioners at the disposal of Canada, especially in those overseas British possessions where Canada has no representatives of its own.



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# Commercial Intelligence Journal

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Vol. XXX

January 19, 1924

No. 1042

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Trade Commissioner A. E. Bryan's Itinerary in Canada  
Reconstruction in Japan Following the Earthquake  
Canadian Butter Shipped to England via Panama Canal  
Canadian Cheese Futures Market in Great Britain  
Timber Trade in the West of England and South Wales  
Import Needs of Haitian and Dominican Republics  
Trade Inquiries for: Cereals and Footstuffs (various);  
Mica; Paper; Box Shooks; Leather; Hosiery; Underwear;  
Agricultural Machinery; Hardware; Electrical Goods

DEPARTMENT OF TRADE AND COMMERCE  
OTTAWA, CANADA

MINISTER  
HON. THOS. A. LOW

DEPUTY MINISTER  
F. C. T. O'HARA

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COMMERCIAL INTELLIGENCE SERVICE  
H. R. POUSSETTE, Director

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Ottawa JANUARY 19, 1923 No. 1042

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.

## RATIFICATIONS OF ITALIAN-CANADIAN COMMERCIAL CONVENTION EXCHANGED

A cablegram from the Secretary of State for the Colonies to the Governor General advises that ratifications of the Italian-Canadian Commercial Convention were exchanged on January 8. This Convention was entered into at London on January 4, 1923, and provides mainly for exchange of most favoured nation treatment in tariff matters between Canada and Italy, including Italian colonies and possessions. An Act ratifying the Convention was assented to in Canada on June 13, 1923, but the exchange of ratifications now announced was a necessary formality in order to bring the Convention into force. An Italian Royal Decree of September 15, 1923, provided among other things that the Convention should come into force on the date on which the exchange of ratifications took place. (See *Commercial Intelligence Journal* No. 994, February 17, 1923, for full text of the new Convention.)

## MR. A. E. BRYAN'S ITINERARY IN CANADA

Mr. A. E. Bryan, Canadian Trade Commissioner to Japan, who recently arrived in Ottawa, has now begun a business tour of the Dominion. The itinerary for the first part of his tour is as follows:—

Toronto (including Oshawa) ..	Jan. 17—31	Gananoque .. . . . . .	Feb. 6
Port Hope .. . . . . .	Feb. 1	Brockville .. . . . . .	Feb. 7
Trenton .. . . . . .	Feb. 1	Prescott .. . . . . .	Feb. 8
Belleville .. . . . . .	Feb. 4	Cornwall .. . . . . .	Feb. 8
Kingston .. . . . . .	Feb. 5	Montreal .. . . . . .	Feb. 11—20

Details of the second part of Mr. Bryan's itinerary will be announced later. Canadian firms who desire to be brought in touch with Mr. Bryan or to interview him should address their communications to him in care of the Department of Trade and Commerce, Ottawa.

## JAPAN AFTER THE EARTHQUAKE

TRADE COMMISSIONER A. E. BRYAN

Ottawa, January 12, 1923.—Some explanation is probably due to the readers of this journal to account for the fact that reports regarding trade conditions in Japan have not been appearing since September 1, the day upon which probably the greatest disaster in history, certainly within modern times, fell upon the people of Japan.

Prior to the earthquake there were some one hundred and fifty foreign firms, mostly import and export houses, located in Yokohama. These for the most part were of British origin and in some cases had been in business since Japan was first opened to foreign trade over fifty years ago. Indeed many of the principals of these concerns had made their homes permanently in Japan, where they had resided for many years. The offices of these firms were all located in what was formerly known as the Foreign Possession. Here were hotels, stores and business establishments of various kinds owned and operated by British, American, French, and other nationalities—in fact it was almost a foreign town within Yokohama, although not under the control of a foreigners' committee as in the days of extra-territoriality.

The earthquake on September 1 last completely obliterated Yokohama and with it all these firms, and the homes of the foreigners living there. Many of the British and American and other foreign residents were killed, and others seriously injured.

The office of the Canadian Government was one of the very few to withstand the shocks of the earthquake, and as a result its staff of eight were all saved. But the onslaught of fire which followed soon surrounded the building, with the result that it was completely gutted by the flames, and everything, including all the records, destroyed. One can appreciate better the great loss which this entailed when it is said that there were over five hundred files, each of which dealt fully with one subject or commodity, the result of investigations extending from six to fifteen years. So that from the standpoint of furthering Canadian trade in Japan, the loss of these records is keenly felt. At the same time, the writer was about to leave for Canada to renew acquaintance with manufacturers and others interested in trade with Japan, and much useful information, especially prepared for this trip during the preceding six months, was a total loss, which meant that your Commissioner was compelled to come away from Japan with very little data, and for the most part must now rely on memory and a general knowledge of the market when interviewing interested firms.

In spite of the losses in Yokohama, there is no pessimism as to the future. The staff being almost intact (one of the stenographers left immediately for home), it was decided to move, temporarily at least, to Kobe, along with many other refugee firms. The office of the Canadian Trade Commissioner is now located in the Osaka Shosen Kwaisha Building, Room 504, Kobe. Mr. J. A. Langley recently took over charge of the office, and it is hoped that all those firms who formerly corresponded with the Trade Commissioner in Yokohama will not hesitate to lay their commands before him at the new address.

### CHANGED CONDITIONS OF TRADE

Many firms who were in business in Yokohama and Tokyo before the earthquake have not been able as yet to get on their feet. In the case of the foreign houses, all of whom lost very heavily, the majority transferred to Kobe as soon as it was possible. During the last couple of months some of these



firms have moved again to Tokyo, as temporary offices became available there. The concensus of opinion is that Tokyo will be the chief city of importance from an importer's standpoint, in that most of the head offices of the principal Japanese firms are located there. Before the earthquake many houses had moved their import departments to their Tokyo office from Yokohama and elsewhere. One of the reasons why more foreign concerns did not formerly locate in Tokyo was because their interests already centred in Yokohama. However, now that these have for the most part been destroyed, it is likely that they will sell their Yokohama property and open new offices in Tokyo.

On account of these changes it will no doubt be difficult in many instances for concerns in Canada to locate former customers and ascertain their present whereabouts and whether or not they are still in business. This was one of the greatest problems after the office was first opened in Kobe, and there are some firms that it has not been possible up to the present to locate. If there are any Canadian firms desirous of knowing the location or new address of any firm, this information will be gladly supplied by the Kobe office, if those concerned will supply it with the old address and any other particulars they have in hand.

#### DAMAGE DUE TO EARTHQUAKE

As far as have been actually counted, the number of dead by earthquake and fire totals some 132,000. There were numerous instances of people being burned to a cinder and there were others drowned never to be found, particularly children, so that the deaths must run very close to 150,000. Altogether there were 528,154 houses destroyed, over 300,000 of which were in Tokyo, rendering 67 per cent or 1,357,740 of the population of the city homeless. Many of the largest and finest buildings in Tokyo were destroyed, among which might be mentioned the Departments of Home Affairs, Finance, Education, Agriculture and Commerce, Communications and Railways, the American, French, and Netherlands Legations, the Central Police Office, the Central Post Office, the Telephone Building, also 45 theatres, many banks, 7 universities, 21 middle schools and girls' high schools, 94 primary schools, 54 hospitals, 11 newspaper offices, and 18 police stations.

Indeed it is said that the financial loss, including buildings, stocks of merchandise, property, including works of art, collections, etc., all destroyed, will total up over yen 10,000,000,000. The seriousness of this can be understood when it is said that the Russo-Japanese war, the greatest which the Japanese Empire ever fought, cost the country 118,000 lives, or less than the recent disaster which all happened in a very few minutes, while the material loss totalled only yen 1,523,000,000 as compared with the estimated loss of yen 10,000,000,000 and over, due to the recent earthquake and conflagration.

#### ARRANGEMENTS FOR RECONSTRUCTION

Shortly after the earthquake the Government with the greatest optimism decided that Tokyo and Yokohama must be rebuilt, and with this end in view appointed a Reconstruction Committee to draw up plans for new cities, and gave them authority to purchase the materials required for reconstruction. Thus the Reconstruction Bureau or *Fukkoin*, as it is called, was formed.

This bureau is making new plans along very modern and scientific principles, and until these are announced no permanent construction of any kind is permitted. It will perhaps be April or May before these plans are finally decided upon. They will incorporate, among other things, a general widening of the streets throughout the cities, new parks, new canals and bridges, a new sewer system, central markets, hospitals and other social welfare establishments.

Almost before the fires stopped smouldering, the Japanese were building temporary shacks by the thousands. This was especially noticeable in Tokyo, where it is said that during the first two months 1,500 barracks were constructed daily in an effort to get some protection before the cold weather commenced.

#### DEMANDS OF THE RECONSTRUCTION BUREAU

Immediately after the earthquake there was an urgent demand for building materials for temporary construction. Everything of the kind was destroyed in Tokyo and Yokohama, so that it was necessary to draw on other districts not affected by the catastrophe, principally Osaka, Nagoya, and Kobe. These cities rose to the occasion in a wonderful manner and almost immediately had lumber, iron and other building materials on the way to the relief of Tokyo and Yokohama.

At the same time some of the large Japanese importers, realizing the tremendous demand, stepped in and bought heavily from Canadian and American lumber mills, thinking that they could resell to the Government Reconstruction Bureau. However, after much debate and hesitation, the *Fukkoin* decided, in order to combat speculation and to get material at the lowest possible price, to purchase their supplies direct. Thus most of the lumber, steel sheets, galvanized and corrugated sheets, nails, etc., so far ordered have been bought by the *Fukkoin*, who placed their orders through the medium of their Embassies in foreign countries. For instance, the Japanese Embassy in Washington called for tenders recently on a large amount of Douglas fir and other Pacific Coast woods, and the orders were given to the lowest bidder.

Since the writer's return to Canada, there has been a change of Government in Tokyo, and the latest telegrams seem to indicate the adoption of a different policy in connection with reconstruction, but whether or not any real change will take place remains to be seen. Certainly the present scheme of putting everything in the hands of the *Fukkoin* will go on until the end of February next.

#### MATERIALS REQUIRED AND ALREADY BOUGHT

Up until the end of November, besides lumber purchased by individual firms, the *Fukkoin* had bought 124,000,000 feet of lumber, 30,000 tons of galvanized and corrugated sheets (28-30 gauge) and some 3,000 tons of nails. It is interesting to note in this connection that Canada received some of this business. While the demand now calls only for materials for temporary buildings, there will soon be an opening for all kinds of supplies for permanent construction, such as steel, reinforcing bars, galvanized wire, galvanized, corrugated and flat sheets, metal lath, hardware and asbestos material.

#### DUTIES ON NECESSITIES REMOVED

One of the first things the Government did to relieve the sufferers was to take off the import duties on all necessities. The articles affected were covered in *Commercial Intelligence Journal* No. 1026 (page 477).

Canadian firms should take advantage of this removal of the tariff to introduce their wares in Japan, so that when the duties are reimposed a demand will have been created for such products.



## ESTIMATES FOR RECONSTRUCTION

The total estimates of the *Fukkoin* have been fixed at yen 705,000,000 which will be defrayed in five consecutive years. Details of the budget prepared by the *Fukkoin* and passed by the Finance Department are as under:—

Total estimates .. . . .	Yen 705,000,000
Tokyo .. . . .	" 488,000,000
Yokohama .. . . .	" 52,000,000
Tokyo-Yokohama Canal .. . . .	" 18,750,000
Investigation and Research .. . . .	" 1,200,000
Subsidies .. . . .	" 122,125,000
Office expenses .. . . .	" 27,000,000

The chief item of expenditure for enterprises in Tokyo and Yokohama are as follows:—

*Tokyo*

Roads .. . . .	Yen 406,400,000
Canals .. . . .	" 28,570,000
Parks .. . . .	" 11,900,000
Harbour construction .. . . .	" 32,750,000
Division and adjustment of land .. . . .	" 8,750,000

The expenditure on roads includes yen 250,000,000 for the purchase of land, yen 456,000,000 for building bridges, and yen 100,000,000 for new and wider roads.

*Yokohama*

Roads .. . . .	Yen 42,300,000
Canals .. . . .	" 5,510,000
Parks .. . . .	" 1,999,000
Division and adjustment of land .. . . .	" 2,561,000

## THE FINANCIAL SITUATION

While the effects of the disastrous earthquake on September 1 are nation wide, this fact must also be stated, that the trade of the country during the last four years has dwindled until now there is a complete lack of equilibrium between the trade returns and the finances of the country. It is certain therefore that there is a need for ruthless retrenchment in order to consolidate the financial position of the Empire. Then again the income of the central treasury has been greatly reduced because of: (1) the abolition or reduction of income and business taxes in Yokohama and Tokyo; (2) delay in the collection of land taxes occasioned by the earthquake; (3) reduction or abolition of import duties on necessities—all of which were proclaimed by the Government as exigency measures for the relief of the sufferers. It will therefore take a long time before the state revenues are fully restored. On the other hand, as outlined above, the Government is faced with huge expenditures in connection with Reconstruction.

The Government, realizing the serious situation confronting the country, has decided on a thorough retrenchment in national as well as provincial expenditure. Fortunately the Bank of Japan held a large amount of surplus balance at the time of the disaster, which was sufficient to see the situation through. At the same time a Moratorium was immediately declared in Tokyo and Yokohama, but this measure was found unnecessary after one month had elapsed. The abounding optimism of the people, who immediately set to work building thousands of houses, reflected admirably on the finances of the country. In the meantime the banks only issued enough cash on deposits to cover immediate and absolute necessities of life. The Bank of Japan soon made arrangements to extend a helping hand to the smaller banks, whereby nearly every one of them opened their doors. Great satisfaction was manifested when it was seen that there was not one case of a run made on the deposits of a bank. Indeed it was

not long before the daily deposits exceeded withdrawals. The general range of security for rediscounting of bills by the banks was enlarged upon, so that almost any kind of paper with any value whatsoever was acceptable. At the same time the Government arranged a subsidy to protect or compensate the banks for any loss sustained in the rediscounting of bills.

Thus the effects of the earthquake on the financial institutions of the country were not really as serious as was expected. The Yokohama Specie Bank as well as other exchange banks within two weeks of the earthquake were again issuing letters of credit, and facilitating foreign exchange transactions as in normal times, so that in connection with business already concluded or in process of negotiation, there was little if any trouble or delay experienced.

#### A FOREIGN LOAN

There has been some mention by the Japanese press, and it would seem quite possible, that Japan would be in the market soon for a foreign loan to help finance reconstruction. The Government has decided, however, that they will as far as possible raise any loans required in the domestic market. If any foreign loans are found necessary, the money so borrowed will be used to purchase reconstruction materials from manufacturers located in such country where the financing is arranged. This would seem a good opportunity for Canadians to invest in gilt-edge security. If for instance a loan could be arranged to Japan of say \$50,000,000, which money would be spent in Canada to finance purchases of lumber, steel and other building materials, it would reflect creditably on Canadian industry, it would increase our already growing trade with Japan and would be a means of acquainting Japan with our goods, so that a permanent connection would be established. Not only that, but it would draw the two nations closer together so that there would be at least an inclination to learn more about each other. One of the greatest handicaps which must be overcome to-day in developing business with Japan is the general lack of knowledge or information that exists in Canada about Japan and in Japan about Canada, their people and resources. When this ignorance is overcome, trade will flow far easier both ways, and anything that we on our part can do to inform the Japanese about Canada and what she has to offer them, will not only help indirectly to swell our trade returns, but will react to the credit and betterment of the Dominion as a whole, and our commercial relations with Japan.

#### GUATEMALAN CONSULAR FEES

The British Vice-Consul at Guatemala City has now forwarded translation of the Decree of 25th October which provided for the increase of the Consular Fees for the legislation of invoices for goods shipped to Guatemala.

The Decree provides that the fees of 6 per cent *ad valorem* payable in respect of goods sent by freight and 4 per cent *ad valorem* in the case of goods sent by parcel post are to be paid in the following manner: One-half of the fee is to be paid at the Consulate at which the invoice is legalised, and the remainder will be collected by the Customs Authorities at the same time as the import duty on the goods in question.

The fee on invoices covering shipments of flour remains unchanged.

The increased fees are applicable to goods arriving at Guatemalan ports as from 15th November.

The Vice-Consul suggests that British shippers, when quoting prices c.i.f. Guatemalan ports, should, if the price includes the consular fees, state clearly whether the entire fee or merely the portion payable at the Consulate is included in the quotation.



## CANADIAN BUTTER SHIPPED VIA PANAMA CANAL

TRADE COMMISSIONER HARRISON WATSON

London, January 3, 1924.—An interesting feature of 1923 was the development in the export of Western Canadian butter destined for the United Kingdom via the Panama Canal route.

According to the London office of a Canadian firm which has handled this autumn some 4,000 boxes of Alberta butter forwarded by this route, the results have been extremely satisfactory.

These consignments, which were shipped from Calgary and Edmonton, came forward in three different vessels, and while the voyage usually takes six to seven weeks from Vancouver to London, the cold storage arrangements whereby a temperature of 18 degrees and under is maintained enabled the butter to be delivered in excellent condition.

In the course of conversation, the consignees point out that the Panama route is extremely advantageous to the producers of Alberta, in so far that a saving of from 1½ to 2 cents a pound was effected, and they moreover claim that the advantage of forwarding the butter direct from the producer to the London market, instead of its passing through intermediate hands by the Atlantic route, receives practical proof from the fact that they were able to secure 10s. (\$2.40) a cwt. more than was obtained for similar butter forwarded through the Eastern route.

It is thought that the utilization of the Panama route would be also advantageous to Saskatchewan producers, although possibly to a lesser degree.

The director of this Canadian firm emphasized his opinion that the only means by which Canadian butter can rehabilitate its somewhat damaged reputation in this country is for the Canadian Government to rigidly enforce the new grading regulations, and also to insist upon every box of exported butter being marked.

## CANADIAN CHEESE FUTURES MARKET IN ENGLAND

TRADE COMMISSIONER J. FORSYTH SMITH

Liverpool, December 28, 1923.—Inquiries recently made as to the progress of the new Canadian cheese futures market makes it clear that a considerable proportion of the trade do not consider that the innovation [see *Commercial Intelligence Journal* No. 1024, p. 487] has been a success.

A fair number of transactions were put through in September for October delivery, but operations were unfortunately begun at the apex of a falling market, the result of the first transactions were not to the satisfaction of the operators, difficulties cropped up in connection with tenders made that required an unexpected number of arbitrations, some important handlers of Canadian cheese have remained consistently opposed to the new system, and the net result has been that few transactions have taken place in October, and none at all in November and December. While, of course, all the machinery for future business still remains in existence, some members of the trade do not hesitate to say that they consider the futures market dead as a practical proposition, while others believe that it will again start into activity when the new season's cheese becomes available.

The pessimists, who appear to be in the majority, discussing the reasons for the admitted success of the option system as used in connection with lard, as compared with its apparent failure in connection with cheese, see two principal differences between the two commodities, which account, they think, for the results.

In the first place, lard is not a seasonal product, but is available throughout the year, and it is also very dependably standardized, with comparatively small variation in quality. Cheese, on the other hand, is not only seasonal, but has many distinctions of kind and quality, as white or coloured, fodder, early grass, summer, September, or late makes, etc. All of these distinctions present difficulties in the way of creating confidence that just what was bought will be tendered, and tend to multiply the occasions for arbitration in a way that does not arise with lard, which is always just lard, and only negligibly superior or inferior to what is expected. Even the express limitations by the rules of cheese for future purposes to "full cream Canadian cheese, full Cheddar shape, equal to finest Belleville, Brockville, Ingersoll, Napanee and Peterborough quality, and in good condition at time of tender," leaves open judgment as to what is equal to these qualities. There is also the consideration that there is a wide variation in the demand preferences of different sections of the country covered by buyers, some requiring a light, others a deeper colour, some a smooth cheese, others a close, compact texture, etc. Cheese with these preferred attributes is procurable only by individual selection impossible under a system which takes no account of such differences, as long as the cheese conforms to the high general standard of quality laid down by the rules.

In the second place, it is contended that the large volume of business done in lard, and a steady demand reflected in values showing little tendency to serious fluctuations, are essential factors in the success of the lard futures market, while the Canadian cheese business is not only very much smaller, but supply is less uniform, and the demand for cheese is subject to upward and downward waves, which results in wide value variations, and makes operations in futures very much more risky.

Finally, there appears to be no doubt that an important section of the trade, with established cheese connections in Canada, even some who are members of the Canadian Cheese Clearing House of the Liverpool Provision Trades' Association, Limited, are definitely opposed to the new system.

## STATE OF TRADE IN MANCHESTER

TRADE COMMISSIONER MR. J. E. RAY.

Manchester, January 2, 1924.—The state of trade during the month of December, when viewed in the light of conditions throughout the preceding month, may be said to have given general satisfaction. At the same time, under a broader review, it is apparent that the cotton industry is in anything but a healthy condition. As there was some fear in November that the supplies of American cotton might not hold out until the next harvest, the Committee of the Spinners Federation urged its members to continue half-time working. The Committee later asked its members to vote for a 32 hours week if they considered a 24 hours week too short, but neither of these alternatives found sufficient support. Consequently, half-time working ceased at the end of November, except in a few cases.

It was hoped, by the adoption of short-time working, to curtail output, and so make the trade less unprofitable; but this scheme did not meet with the sympathy of all cotton spinners; some of them ignored it.

The trade is looking forward to a revival in 1924, but as Russia has far from recovered her pre-war trading capacity, and as conditions in the greater part of Europe remain unstable, and, still further, as the purchasing power of Lancashire's best overseas customers continues to show no sign of improvement, it is difficult to see how the expected revival can make its appearance for many months yet.



## WEST OF ENGLAND AND SOUTH WALES TIMBER TRADE

TRADE COMMISSIONER DOUGLAS S. COLE.

Bristol, December 29, 1923.—Interviews with importers in South Wales and the West of England indicate that, despite fluctuations in Continental exchange and the unusual circumstances under which trade operations have been conducted, the timber trade during the past year has been quite stable, and closely approaching conditions prior to the war. During the present season, operations on the basis of values per standard have not been great, the difference of 5s. to 8s. per standard representing the fluctuations in f.o.b. prices.

### NO PROBABILITY OF SLUMP

Several dealers stated that the current talk of a slump in prices could not be received seriously. Undoubtedly production costs will be lower in the near future, and together with the Continental uncertainty of trade, prices may not go any higher. Nevertheless, if any decline does ensue, it will be gradual and will correspond to the lessened cost to the producers. The progress of house building in England has been steady, and for this reason the probability of any drastic fall in wood values is not apparent.

It is true that the f.o.b. market is in a backward state, and importers in the Bristol Channel are paying close attention to market prices and buying only for their immediate needs; certainly speculation is not being indulged in. In certain quarters it is believed that in the New Year Swedish and Finnish prices will be lower, and the factor of exchange has certainly affected Finnish prices. Another uncertainty is to what extent Russia can export in 1924; prior to 1914 the Bristol Channel received very large parcels from that source.

### NECESSITY OF GOOD TIMBER AGENTS

Despite the large consumption of timber in the South Wales area and Bristol, very little of the business is done direct with Canadian exporters. At least 95 per cent of the business is contracted for through London and Liverpool brokers, shipments being made direct to the Bristol Channel. This fact is well known to those engaged in the timber trade in Canada, and for generations it has been the custom to employ a third party to arrange the details of sales between sellers and buyers. The duties of a soft woods timber agent are many and varied, chief among which is the proper allocation of stocks to importers. The timber exporter knows many months before shipment the specification of sizes which will be available, and issues stock lists showing quantities, sizes, and dates for shipment in seasoned condition. The United Kingdom buyer receiving details of these stocks from the agent, naturally tries to obtain sizes which can most easily be sold, and which obtain for him the most profit. The agent finds it necessary to persuade the purchasers to include dimensions which are not so saleable. Neglect of this results in considerable stock remaining in the shipper's hands at the end of the season.

An issue of the *Timber Trades Journal* gave an example of this, stating that a number of new exporters in Sweden and in Finland have not realized that it is often better to insist on selling in accordance with the stock lists at moderate figures, than to make higher prices for selected lots. The result this year is that balances left in the Finnish and several of the Swedish stock lists are remarkably unsaleable and the shippers will, without doubt, have to pay the penalty of allowing all their best sizes to be picked out by the early buyers.





quently dealt with at Portishead, where the storage yards and mechanical appliances for removal are most convenient. Parcels of timber arriving in liners are generally discharged at Avonmouth, although full cargoes are also handled here. Timber brought up the Avon river to the City docks (Bristol) is of necessity removed by consignees to their own inland depots, except when on account of merchants established at the Bristol floating harbour.

The dock authorities on July 2, 1923, announced a reduction in labour charges on wood goods; the rebate on soft wood goods alone having been increased from 37½ to 45 per cent.

Bristol has decided to embark upon an extension of the great docks at Avonmouth at a cost of \$4,500,000 to \$5,000,000, and this will, of course, mean a big demand for timber. Already inquiries are being received by local timber merchants from contractors in various parts of the country.

## ADVERTISING IN NEW ZEALAND

ASSISTANT TRADE COMMISSIONER C. M. CROFT

Auckland, December 10, 1923.—New Zealand probably offers as attractive a field for the Canadian exporter as any part of the world. Prosperity has increased rather than diminished as a result of the war; trade was slack in the immediate post-war period, as was the case in every country. This was the result of over-importation, but conditions have now changed and the people are buying to a very large extent. Poverty is practically unknown in New Zealand and the wealth is evenly distributed. The deposits in the Government Savings Bank represent a per capita wealth of £82. The purchasing power of the majority of the people is such that commodities making for efficiency, comfort, and economy are in demand. The people are alert and progressive, but it is necessary to convince the buyers of the superiority of a new commodity before they will purchase it in preference to that to which they have been accustomed.

It is therefore essential that any new line be brought forcibly before the purchaser before extensive sales can be expected. The usual forms of advertising are used in New Zealand; that is, newspaper and periodical advertising and outdoor advertising, such as metal signs, cards in tramcars, paper posters, etc. Of these, newspaper advertising is most important and will be dealt with in detail.

### NEWSPAPER ADVERTISING

In New Zealand the newspapers offer the best publicity value, and a new line can often be placed on the market with very little subsidiary help. The reason the press dominates the advertising field is chiefly that the population is scattered. New Zealanders are, moreover, keen newspaper readers, and it is stated that more journals and papers are published here in proportion to the population than in any other country in the world. There are about 200 newspapers published in New Zealand, eleven being city daily papers, appearing in Auckland, Wellington, Christchurch, and Dunedin; and forty-nine are provincial publications; sixteen weekly and thirteen monthly papers also appear. Many of the city newspapers have a wide distribution in the country districts, but to cover this Dominion from an advertising point of view the leading provincial journals should be employed as well.

A leading advertising agency states that a programme covering appearance of an advertisement in four city dailies—the more important one in Auckland, Wellington, Christchurch, and Dunedin—and two prominent weeklies would cost about £800 for a six-inch double-column space for one year taken twice a week in the city papers and in each issue of the two weekly magazines. Advertising

in the more important journals in the main provincial centres such as Gisborne, Napier, Palmerston North, New Plymouth, Wanganui, Greymouth, Timaru, and Invercargill would mean an additional cost of £450 for insertion of the same space twice weekly for a year. These rates do not cover preferred positions, which would cost approximately 33½ per cent more if a position next to reading matter were guaranteed.

In respect to the provision of subject matter and blocks, it is usual to allow 10 per cent addition in this connection. The standard measurement of single columns in New Zealand is 12½ ems or 2½ inches, and for double columns is 25 ems or 4½ inches on the type surface. There should be as little detail as possible in the illustrations, as the newsprint used is not adapted to the reproduction of half-tones; drawings should be in line for newspaper use.

Speaking generally, the most successful advertising is conducted through a reliable and experienced advertising agency in New Zealand. By so doing, a better selection of media can be made because a local agency has first-hand knowledge of conditions. The service is better checked and controlled and the "copy" is made to suit the local market. Advertising placed from abroad is often wrong in distribution and the appeal may fail because of publication at an inopportune time.

There are a number of accredited advertising agents whose remuneration consists of a trade discount allowed by the publishers. This cannot be secured by an advertiser on his own account, as it is a breach of contract with the Newspaper Proprietors' Association—a very powerful organization—to split commissions in any way. There is no service charge to the client unless "copy" has to be prepared, illustrations drawn or blocks made. Any minor disbursements, such as postage, etc., are debited to the advertiser.

#### SUBSIDIARY ADVERTISING

*Hoardings, etc.*—New Zealand is fairly well supplied with hoardings, but this form of advertising is not very extensive as the population is relatively scattered. Very good hoardings are provided in the four principal cities and in some of the leading provincial towns. In connection with the railways, the Government has its own advertising department, which provides publicity at the various railway stations at a fair rate. Metal signs are becoming quite common in the larger centres.

*Theatrical Publicity.*—During an intermission at the theatres, slides are used for advertising various commodities.

*Tramcars.*—The space allotted for advertising cards in the tramcars is limited. For instance, in Auckland space is provided only near the two doors, and on the centre partition of each car, being sufficient for sixteen to twenty cards. No space is available on the upper part of the interior sides of the car as is the custom in Canada and elsewhere. Most of the tramcars have advertising boards on the outside, forming an elongation of the sides of the car.

*Electrical Signs.*—These are far from common, due probably to the present limited supply of power; but this condition will be changed in the near future when ample electrical energy will be available.

*Postal Advertising.*—The postal rates in New Zealand are very low, and considerable advertising is done direct by mail. Circular matter up to 2 ounces weight can be delivered anywhere within the Dominion for a halfpenny. Literature and samples can be distributed by post in all the large centres without having the address affixed, the postal authorities delivering to each householder. This is done at the rate of a halfpenny.



## SUMMARY

Any Canadian exporter who wishes to enter this market should first arrange for suitable representation. The method used very extensively is the appointment of a manufacturers' agent who is known to the trade throughout the Dominion. Many wholesale merchants are also importers, but the disadvantage of appointing a merchant in one of the large cities as representative is that, unless he has branches in the other cities, it is probable that no business will be secured from those centres; in any event he will confine himself to his own clientèle and will not deal with his competitors. There are many manufacturers' agents who have connections in all the important centres and who sell to all the merchants.

Assuming that the exporter has formed satisfactory connections and has stocks of his manufactures in New Zealand, it then becomes advisable for him to advertise his goods. This may be done either by giving his agent an advertising allowance or by dealing direct with the advertising agencies in this country, who will arrange for newspaper or outdoor advertising as desired. It is, of course, essential that goods be in stock when the publicity has been secured, as otherwise the entire effect will be lost.

## NEW ZEALAND APPLES FOR SOUTH AMERICA

The Fruit Growers' Federation of New Zealand has completed arrangements, says the *Manchester Guardian Commercial*, to ship 50,000 cases of large red apples to South American ports, including Buenos Aires, Montevideo, and Rio de Janeiro. It is expected that this shipment will open a large trade in a special variety of apples unsuited to the London market.

## INDIA'S FOREIGN TRADE

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, December 5, 1923.—Indian Customs returns for the month of October show that imports into India of foreign merchandise are still on a reduced scale, while exports of Indian merchandise continue to go forward in increasing volume. India's imports of merchandise during October, 1923, amounted in value to 20.6 crores\* of rupees as compared with 23 crores of rupees in October, 1922, and 23.4 crores of rupees in October, 1921. On the other hand, exports of Indian merchandise during October, 1923, amounted in value to 24.6 crores of rupees as compared with 20.7 crores of rupees in October, 1922, and 17 crores of rupees in October, 1921. During 1923 India has been piling up a series of favourable monthly trade balances, which have been largely instrumental in raising rupee exchange to its present high figure of around 1s. 5½d. as compared with an average of 1s. 4d. during the last two years. At the date of writing the high rupee rate is having the effect of stimulating the importation of nearly all lines of foreign goods.

Among the most noticeable features of the month's trade have been the considerable increases in the importations of telegraph and telephone apparatus, electric lamps, batteries, oil engines, mining machinery, galvanized sheets and plates, varnishes, German printing paper, woollen piece goods, artificial silk, and motor cars.

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\* A crore of rupees is equal to approximately \$3,100,000.

## HARDWARE FOR JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

[Former reports in this series have been published as follows: *Automotives* (No. 1028); *Paper Trade* (No. 1029); *Leather and Leather Goods* (No. 1030); *Chemists' and Druggists' Sundries* (No. 1031); *Rubber Goods* (No. 1032); *Textiles and Wearing Apparel* (No. 1033); *Building Material, Furniture, and Paints* (No. 1034); *Chinaware and Glassware* (No. 1036); *Provisions and Beverages* (Nos. 1037, 1038); *Machinery* (No. 1040); and *Government Supply Purchasing* (No. 1041). Prices quoted are those prevailing in July, 1923. For purpose of conversion, roughly speaking,  $2\frac{1}{2}$  guilders equal \$1 Canadian.]

Imports of hardware into Java are of considerable importance, and in the variety of items under this heading there are some in which Canada should have a distinct share. At the time investigation was made (August, 1923) the market was depressed and loaded with liquidated stocks of Chinese retailers, a condition that may obtain for another year. As soon as these surpluses of importations and liquidations are worked off, Canadian firms should make an aggressive attack in those lines in which they are most competitive. At the present time, owing to the Ruhr occupation, German prices are rising even though the exchange of that country is practically demonetized. The Germans have shown excellent ability in supplying the market with exactly what it wants. In selling hardware, as other lines in Java, the real market lies in the purchases of the 40,000,000 natives rather than in supplies for the personal needs of 150,000 Europeans.

### GENERAL FACTORS

Technical tools are imported and sold by Dutch firms to Dutch firms, factories and estates, while the simple tools are sold to Chinese retailers for the native trade. In this last class should be included saws, chisels, planes, measuring tools, etc. Although Java is really a metric country, both the metric and inch systems are in use, but conditions are tending more and more to the complete ascendancy of the metric system.

The geographical factor that plays such an important part in the hardware trade must not be neglected in any real study of this market. For example, take handles for chisels. Handles for Batavia should be black, for Cheribon they should be half black and half yellow, while Sourabaya seems to be indifferent to colour. Generally speaking, the poorer class tools have always red handles. The good quality of hammer has a varnished handle, while the cheap has a red. As a rule, when ordering tools the colour of handle required is stated.

In the higher class of technical tools and semi-technical articles, all the principal manufacturing countries compete; but in the cheaper products Germany is probably supreme. In the native trade it is all a question of price. European general importers handle these cheap lines, and it would be necessary for a Canadian house that wishes to sell these to link up with them. Builders' hardware of finished quality, on the other hand, would have to be marketed through technical houses.

In studying the market, local catalogues and samples must be examined. In sending out quotations to the Dutch houses, the net weight and the weight packed for export should be given as well as the c.i.f. price. Samples should always be tagged with full descriptive detail. A fixed date of delivery after receipt of order should always be aimed at, but owing to lack of direct transportation between Canada and Java, it is a difficult problem for any shipping department to face. It will often be found that the general importers have head offices in Holland which do the buying, and who must therefore be approached, while prices and samples in many cases will have still to be sent



to Java, and it may be to the local managers at the three trade distribution centres of West, Central, and East Java—that is, Batavia, Semarang, and Sourabaya respectively—to ensure the best results.

Canadian firms are warned against dealing at the present time with Chinese firms in Java except on the cash-against-shipment basis. These firms are often very wealthy, but it is better to obtain European representation. Overselling—a weakness of the American trade—must be avoided.

#### TOOLS

Mechanics' tools are handled, as it is a native trade commodity, by the general importer, while technical tools are imported by the technical house: and the division is very marked. Among the more general native-used tools are adzes, axes, chisels, forges, hammers, nail pullers, planes, and saws. Forks, picks, shovels, spades, earth stampers, etc., will be later alluded to under the section agricultural implements. Among the more technical tools are braces, breast drills, files, twist drills, wrenches, tool grinders, and corundum wheels, electric and pneumatic drills, etc. Of course, it must not be supposed that the Javanese engineer and mechanic does not use these with equal facility. The division is simply maintained as the importing channel is fairly, though not invariably, distinct between the technical and the general importer.

*Adzes.*—Not a large trade. The bits run about 3-inch to 4-inch width. The best quality is used, and should be blued, with bright cutting edge, and weight about 1½ kg. The writer has seen them catalogued at 60 cents and 80 cents (Canadian).

*Axes.*—There is a good demand normally, and this should return when liquidated stocks are disposed of. The single-bitted head American type is in favour, imported without handles. A sample of a special Java model has been forwarded for inspection to the Department of Trade and Commerce, Ottawa, the c.i.f. price for which in Batavia in August, 1923, was about 30 cents (Canadian) per handle. Hunters' axes with ash handles 18-inch and weighing about 1½ kilos are used in a small way in Sumatra. Large sizes are 2 kilos. An illustration of a special axe for the Celebes is also on file. Axes, generally speaking, should be boxed in dozens; price rules, not quality. In order to try out the market, Canadian firms are recommended to examine the Java model first.

*Chisels.*—Chisels of all kinds are used. Diamond chisels, flat, wedge and half round chisels, are sold at about the same prices in the following (among other) English inch sizes:  $\frac{3}{8}$  by 6,  $\frac{1}{2}$  by 6,  $\frac{5}{8}$  by 7,  $\frac{3}{4}$  by 7,  $\frac{7}{8}$  by 8, and 1 by 8. Price range from 20 up to 40 Canadian cents. Gouge chisels range  $\frac{1}{4}$ -inch up to 1½-inch; plain straight edge (known as *steekbeitels*) from  $\frac{1}{4}$ -inch up to 2-inch; turned edges (*kantbeitels*) from  $\frac{3}{8}$ -inch up to 2-inch; and slant (*schietbeitels*)  $\frac{1}{8}$ -inch to  $\frac{3}{4}$ -inch. These are not all the sizes but the most general. The descriptions employed are rough translations from the Dutch names.

*Hammers.*—A sample of a cheap iron hammer and handle which sells in large quantities can be inspected by Canadian manufacturers on application to the Department of Trade and Commerce, Ottawa. A competitive price in August, 1923, was about 30 cents (Canadian) c.i.f. Java port. At that price one importer stated he was then prepared to take a trial order of 5,000. This hammer has been made in Germany, and is not only very useful but also very popular. A good length is about one foot. \*

Drilling hammers in the lighter types average around 2, 3 and 4 kilos, and in the heavier types from 3½ to 10 kilos. Steel rail spike hammer heads weigh around 2½ kilos and retail at 60 cents. Sheffield as well as Germany supply boilermakers' hammers, etc. Blacksmiths' hammers range in weight

from  $\frac{1}{2}$  to 8 kilos. For the first kilo and a half their selling price is about 32 cents (Canadian) per kilo. Above that weight their selling price is under 25 cents (Canadian) per kilo. Ball pein hammers are generally imported without handles. Sledge hammers, double faced, cast steel, are sold like many other types, as a rule by weight. Adze-eye nail hammers are brought in in the usual weights. Imports of wooden mallets are small. Coppersmiths' hammers are brought in in weights of 1, 2 and 3 kilos. The red are dearer than the yellow by 20 cents (Canadian) a kilo.

*Nail Pullers.*—There is in normal times a fair call for nail pullers, but at present the market would seem to be overstocked. The cast-iron type is not wanted. The one in use has a hammer-rod of cast steel running through a wrought iron tube to which it is fastened by a leather thong. Usual lengths are 22 $\frac{1}{2}$ , 25, 30 and 35 cm. The Germans have numerous types and it will be difficult to compete. [Illustrations of the nail pullers are on file at the Department of Trade and Commerce, Ottawa.]

*Saws.*—All kinds of saws are on the market, and many American makes are known. Canadian manufacturers will find that they are latecomers to a well-informed market. It was said by some importers that European saws are likely to drive American out when conditions become normal.

Hand saws range from 14-inch to 26-inch, with the bulk of the trade done from 18-inch to 26-inch. German saws have undercut prices. The market was (in July, 1923) burdened with liquidated stocks. Sumatra and the Celebes are perhaps larger fields for saws than Java. Band saws run usually  $\frac{3}{8}$ -inch,  $\frac{1}{2}$ -inch,  $\frac{3}{4}$ -inch and 1-inch in width. Cross-cut saws have a length of 5 to 7 feet, and use "tenon" teeth. American saws came in strong during the war, but European are now in demand. Pit saws are 5 to 7 feet long. Pruning saws for coffee plantations are about a foot long and with a blade 7 mm. thick, and cost about 15 cents. Various other pruning saws are in use. Circular saws are usually stocked in diameter sizes 15, 18, 21, 24, 30 and 36 inches. Among other varieties of saws, small saws, toothed one side, of 12-inch length for iron are used in sugar factories. Hack saws are usually 12 inches to 16 inches in length. Web saws are used by the Chinese and are sometimes imported without teeth.

*Planes.*—The sale for the American wood plane is limited to the small European trade. For the Javanese\* trade the blade only is imported; crude planes are made up from local wood.

*Drills.*—American drills are well represented, and there is keen competition, German being well to the fore. At the present time the market is not in a position to take up new lines. The metric system is essential to success. In sugar factories the writer has seen twist drills (square ends), sizes from  $\frac{5}{8}$ -inch to  $1\frac{1}{8}$ -inch approximately.

*Road Stampers.*—There is a demand for what is known as wegstampers (road stampers) with an approximate weight of 13 $\frac{1}{2}$  kilos. They sell at just over a Canadian dollar apiece, and are used on road work by the coolies.

*Forges.*—Canadian forges have already been sold in this market, but American are better known. Importers were favourably impressed during the war by Canadian. Rivet forges and cheap cast iron are what are wanted. Germany apparently is not shipping these. The American Champion is on the market. An importer stated that the Canadian exporter seemed to have lost interest in the market, as while he continually received various American catalogues and discount sheets, he had not heard of Canadian forges for a long time.

\* The word "Javanese" used here includes the various native populations, such as the Sudanese, the Madurese and Javanese proper.



If an aggressive attack, backed by good discounts, were made for an extended period, there would seem to be no reason why Canadian forges should not again obtain a share of the trade when demands are renewed.

*Files.*—The market is at present controlled by Nicholson files. Disston files are on sale, but prices are greatly reduced. There are heavy stocks on hand, and the Chinese are not buying. Forced liquidations of the Chinese retailers have also loaded the market, which normally is fairly good for files of the cheaper type. Any newcomer would have to face the strong competition of the Nicholson.

In ordinary sugar factories the following sizes of files are in use: bastard, flat, 6 to 14-inch; round,  $\frac{1}{4}$  to  $\frac{3}{4}$ -inch; half round, 6 to 14-inch; square, 10-inch; smooth, 6 to 14-inch.

Canadian files prices are much too high for this really competitive market, which desires cheap goods. The usual sizes of the Nicholson files seen in stock were: bastard (flat, round, square, half circular, triangular, etc.) 4, 6, 8, 10, 12, 14, 16, 18 and 20 inches; smoothing files (*zoet*), the same sizes; half-bastard, 10, 12, 14 and 16 inches. Watchmakers' files were 4-inch in length and were of the hand, square, round and flat types.

*Crucibles.*—The market seems to be held by the Salamander company.

*Augers, Braces, etc.*—The Javanese use gimlets, braces, etc., of the cheaper class. American hand machines for drilling wood are on sale in technical godowns. For slotting teak doors for locks a special machine is sold. The Stanley mark is to be seen among the braces. American augers seem to be liked. The present is not a time to look for business in this and kindred lines.

*Screw-Drivers.*—The Javanese uses cheap simple screw-drivers. The sale of high class American screw-drivers is limited and entirely restricted to the technical trade, engineering workshops, etc.

*Spanners, Wrenches and Pipecutters.*—Germany is very strong in the bicycle accessory spanner trade, with prices below those of competitors. In sugar factories a certain number of spanners are used such as sizes  $\frac{1}{4}$ -inch by  $\frac{3}{8}$ -inch and  $\frac{7}{8}$ -inch by 1-inch. Millimetre sizes in general stocks are 10 by 16, 16 by 22, 35 by 42, 35 by 65, 38 by 45, 40 by 42, 55 by 60. Other sizes in inches are  $\frac{1}{4}$  by  $\frac{5}{16}$ ,  $\frac{1}{4}$  by  $\frac{3}{8}$ ,  $\frac{5}{16}$  by  $\frac{3}{8}$ ,  $\frac{3}{8}$  by  $\frac{7}{16}$ ,  $\frac{3}{8}$  by  $\frac{1}{2}$ ,  $\frac{7}{16}$  by  $\frac{1}{2}$ ,  $\frac{1}{2}$  by  $\frac{5}{8}$ ,  $\frac{1}{2}$  by  $\frac{3}{4}$ ,  $\frac{5}{8}$  by  $\frac{3}{4}$ ,  $\frac{3}{4}$  by  $\frac{7}{8}$ ,  $\frac{7}{8}$  by 1, 1 by  $1\frac{1}{8}$ ,  $1\frac{1}{8}$  by  $1\frac{1}{4}$ ,  $1\frac{3}{8}$  by  $1\frac{1}{2}$  for iron. Pipecutters are also employed in sugar factories as well as in engineering works. Copper spanners are sold for  $\frac{1}{4}$ ,  $\frac{3}{8}$ ,  $\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$ ,  $\frac{7}{8}$  and 1-inch bolts.

All types of adjustable wrenches such as Van Duyl's, Clyburn's, Coe's and American makes are stocked and sold for the engineering works. The market is well supplied and hardly needs new lines. All kinds of pliers, etc., are in use, with German suppliers leading.

*Dies and Taps.*—The demand is well handled by local technical houses like Carl Schlieper and Lindeteves-Stokvis. American dies and taps are known and liked, but the requirements of the market are necessarily not large. In the past manufacturers, misled by the population statistics, in this as in many other technical lines, have overjudged the market.

*Tool-Grinders.*—All the well-known kinds of tool grinders are in the market; carborundum wheels are well in evidence. Grindstones are used from 6-inch diameter up to nearly 40-inch with a thickness from 2 to 6 inches.

#### BUILDERS' HARDWARE

*Door Handles.*—Illustrations of the type of door handle in wide use with nickled or copper metal are on file at the Department of Trade and Commerce,

Ottawa. Ordinary knob door handles are not in much use. The note on metals in the section on locks applies equally to door handles.

*Hinges.*—All types of hinges are in use. Probably the cheapest come from Sweden. The houses of the Dutch are liberally furnished with doors and swing doors, and these use up a fair number of hinges, and house jalousies instead of windows and their quota. Those used include fast and loose pin butts  $1\frac{1}{2}$ ,  $1\frac{3}{4}$ , 2,  $2\frac{1}{2}$ , 3,  $3\frac{1}{2}$ , 4, 5 and 6 inches, with loose pin butts  $3\frac{1}{2}$ , 4,  $4\frac{1}{2}$ , 5 and 6 inches.

*Locks.*—Germany has easily regained the lock trade in Java. Her prices are so low that the writer cannot see where Canada with her higher costs of production can compete. In every Chinese hardware toko visited by the writer throughout Java, German locks were to be found—cheap cast iron or pressed steel rim locks, cheap padlocks at a very low figure; chest locks, cupboard locks up to about 3-inch, locks with a double turn for chests, iron locks, etc. The padlock of the cheapest quality is used in large quantities, while mortice locks and better-grade locks for doors have a very small sale. Bronze and brass-finished goods are said to be unsuitable for this climate as they lose their finish. As things are, Canadian locks are perhaps too highly finished and certainly too high priced for this market with its present flood of liquidated stocks and cheap German goods.

*Pulleys.*—Wrought iron pulleys with one, two and three sheaf pulley blocks are in use for ships and industrial purposes. The prevailing sizes are 4, 5, 6, 8 and 10 inches. Wooden pulleys are not favoured owing to their tendency to warp under this tropical climate. However, locally made pulleys of teak wood are said to stand up satisfactorily.

Awning or cast iron pulleys are used for the "Kraees," the mat sun blinds of Javanese houses. Those in use have one or two sheafs and their sizes run from  $1\frac{1}{2}$  inches to 4 inches. There is also a trade done in well wheel pulleys of German origin and hay fork pulleys.

*Shutter Fasteners.*—As glass windows are not in use generally speaking, and every house has shutter or jalousies, the need is confined to a simple bolt type.

## IMPORT REQUIREMENTS OF HAITI

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series were published as follows: *Introductory* (No. 1038); *Foodstuffs* (Nos. 1039, 1040); *Hardware, Agricultural Implements and Building Materials* (No. 1041).]

### PAINTS AND VARNISHES

The market for paints and varnishes in Haiti is undeveloped. Considerable imports of paint materials are made each year, but, as in the case of cement, the use of such materials is primitive. Burned limes replace kalsomines, distempers, and gypsum paints, and small quantities of paint paste or a little ochre mixed with oil replace more costly paint mixtures. The trade in paint paste is held at present by one or two American concerns who watch the field closely and who send travellers periodically. The business is largely in 5-pound and 10-pound tins, and affords a fairly cheap paint of moderate quality. Linseed oils are partly American and partly British in origin, but the quality of British oils is recognized. If direct quotations are not available, Haitian merchants will specify British linseed oils in their New York indents.

The bulk paint trade of Haiti consists of red and yellow ochres, imported in barrels. These cheap colours are in constant demand, and like cement, appear in many other than hardware shops. Present supplies are American. Paint



paste is second in importance, but is followed closely by increasing business in mixed paints, in the larger sizes of containers—3, 4, and 5 gallons. A much more limited business is done in gypsum paints, which are just beginning to make their way. Any increase in the buying power of Haiti would be reflected in increased purchases of these latter two classes of this commodity.

The market for varnishes and specialty paints is extremely limited. The only special paint which is stocked to any extent is a carriage gloss known as "Sapolin," which is carried in 6-ounce tins for use on the many cabs of Port au Prince. This particular brand is so well established that competitive offers would not be entertained.

#### BUILDERS' HARDWARE

In common with other parts of the Caribbean, considerable building is in progress in Haitian towns, and there promises to be a good demand for builders' hardware for a few seasons. The builders' hardware is largely Continental in type, although conforming fairly closely with American patterns. One interesting specialty, however, was to be noted on almost every exterior door of Haiti—a large wrought iron hook from 12 to 18 inches in length, and about five-eighths of an inch square, with a twist through its entire length, ending in a long pointed hook. This hook, manifestly an imitation of the forged hooks of long ago, was a Birmingham specialty in the past, but of late years French houses have been supplying the majority of this curiously designed accessory.

*Wire Nails.*—Wire nails have been entirely American in the past, being supplied by the American Steel and Wire Company and one or two other Pittsburgh houses. In June the price of these nails was well above the Jamaican price on the same base, and it might be possible, with the New York rate from Canadian suppliers equal to the rate from Pittsburgh, for Canadian houses to compete in this trade. In addition to wire nails, cleat nails for galvanized sheets are a considerable import. These come from Great Britain at present, in iron kegs. A few kegs of Belgian nails were to be noted.

*Reinforcing and Expanded Metal.*—The demand for these commodities is very slight, owing to the cheapness of construction and the inexperience of the builders in concrete work.

*Lock Sets.*—Every hardware shop carries one type of lock set in Haiti. This set resembles the rougher type of Canadian locks, for attachment on the surface of doors, and not for mortized doors. These sets have porcelain handles, and come neatly wrapped in heavy brown paper, with the knobs and shanks protruding. They sell in Haiti at \$7 per dozen; a very good price for a sturdy and well-made article. They are French in origin.

#### HOUSEHOLD HARDWARE

Household hardware is making its first impact upon the vast majority of Haiti's population. Until a few years ago the iron pot, and any other container improvised from empty tins, constituted the sole utensils of a Haitian ménage. It is stated that before the war kerosene oil sold at cost in Haiti, and the profit was made from the tins. However, these primitive utensils are being supplemented slowly by other types and grades of kitchenware; such articles are already established in the towns, and a first demand may be noted from rural areas.

*Iron Pots.*—An enormous trade is done in this well-known casting, and the demand for iron pots will not be affected, no matter how much other kitchenware is imported. As in the case of braziers, these pots are of Continental origin. The American foundries have not produced a pot sufficiently

light and durable to compete with the old-established British and Continental designs. As in many other staple lines, these castings were formerly something of a British monopoly. Later, however, French and German houses copied the British types and in some cases improved upon them, until the market just before the war was fairly well divided between these three European nations. Since the war, more and more orders for these pots have gone to France. Upon inquiry, it was stated that the French system of graduating sizes by points (as in the case of Hudson Bay blankets) is preferred to the British or German system of casting these pots in definite measurements, such as gallons, fractions and multiples thereof. It is questionable if this is the real reason for the preponderance of the French pot at present. All goods for Haitian ports are lightered, and at Jacmel the writer observed German and French pots being unloaded into the same lighter. The German pots were loose cargo—the British also ship in this manner—whereas the French pots were nested in half dozens, with straw packed between, and threaded through the side rings of the pots with substantial wires. For inland transportation the latter packing, although costing more, would unquestionably command a preference. A number of merchants stated that their breakage on French pots was fairly high—one merchant mentioned 10 per cent—yet they continued to buy them in preference to British and German supplies.

It was gratifying to find one Haitian merchant purchasing Birmingham pots from Germany. He stated that to the best of his knowledge his Hamburg connection had always shipped Birmingham pots to him.

It was also noticed that a considerable number of German pots were coming forward from French ports, instead of by an equally convenient direct Dutch service.

*Stoves and Braziers.*—Braziers enjoy a fair sale in Haiti, but there are no iron stoves of any importance brought in. While the ordinary metal "chaudière" is in some demand, the popular brazier in Haiti is locally built upon an imported base. From the small cylindrical casting which acts as a standard for the brazier, strips of tin or other flexible material are trained to an iron wire which acts as the top rim of the brazier. This gives a simple fire pot of excellent draft, and is of course very much cheaper than the solid casting.

The only noteworthy stove imports into Haiti at present are the "Perfection" stoves, which the oil companies are slowly introducing. On account of the unsettled nature of the country, the progress of these stoves is much less marked than in the British colonies.

*Kitchenware.*—Kitchenware in this republic signifies the cheapest and roughest types of enamelled ware, and little else. Germany is the source of nearly all this enamelled ware. From a superficial examination, it would appear that the majority of this ware does not undergo more than one dipping. The stocks in almost every shop showed chipping, and even rust stains, although they arrived in excellent condition. The shapes were good, corresponding to Canadian shapes. A curious feature is that practically no enamelled ware container will sell in Haiti without a lid, as the lid is the chief advantage which enamelled ware utensils enjoy over a tin or the ordinary iron pot. Only one colour was noted—the ordinary white—generally without the blue borderline. For aluminium ware, galvanized or japanned ware, there is no sale at present, except in very limited quantities to the wealthier classes in the towns.

Several dealers inquired regarding Canadian sources for this crude white-ware. They did not expect to obtain it any cheaper than from Germany, and ordinarily they would not consider buying elsewhere; however, the precarious condition of Germany at present led them to inquire regarding a possible alternative source of supply.



*Pails and Tubs (Galvanized).*—There is practically no demand for galvanized tubs in Haiti; there is, however, a very good market for galvanized pails. But as in the case of kitchenware, the German product holds the field by reason of cheapness and roughness. The German pails seen in Haiti were of extremely poor galvanizing. It is improbable that they would endure for even a reasonable period in the many brackish sections of this republic; nevertheless they are the only type in demand, and only the smaller sizes will sell.

*Cutlery.*—Only the simplest types of cutlery are to be found in Haitian shops, and even these are not in general use. Knives, forks, and spoons of cheap metal (German manufacture) have a limited sale; a popular Haiti gift is such a set, in a cardboard case, finished in rather bad imitations of silver-plate. For the better-class trade, the demand is entirely French, as French types and prices are equally acceptable to the importer.

*Brooms and Brushware.*—The imports are negligible. There is a considerable manufacture of crude types of brushes for household use, and the palm frond broom fills the ordinary requirements. A small trade is done in waxing mops, but the entire sale of every type of broom and brushware is inconsequential.

*Lanterns.*—The only lantern shown in the shops was the Deitz, although one or two dealers stated that they had placed orders for cheaper German supplies. The Deitz have a local agent, and probably will continue to monopolize the business. One dealer, however, asked the writer for Canadian quotations upon coach lanterns. This is a small squat lantern of old style, two of which rest in sockets upon the dashboards of the innumerable cabs of Port au Prince.

#### MISCELLANEOUS HARDWARE (PIPES AND PIPING)

Until now there has been a good market in Port au Prince for galvanized and black iron piping from 2 inches to 6 inches in diameter. With the accession of the Americans, however, the public works department of the forces of occupation took over the construction of all sanitary and water systems; this organization purchases its pipes in quantity through its own buying agents. No pipe above the size of one inch (galvanized) is carried by the merchants at present; small assorted lengths of these are ordered from time to time, through New York indent houses.

#### ROPES AND CORDAGE

Local raw ropes are much in evidence in Haiti, and are even used on some of the shipping. There is not a particularly large market for any form of rope, as native substitutes abound. There is relatively a better sale for fish twines, which are in constant demand. These supplies have been American for some years; half-pound hanks of Fulton's twine are seen in almost every shop. Several inquiries were made for English supplies, and it is probable that British goods will in time reappear.

#### WINDMILLS

Many of the seaport towns of Haiti are in constant difficulty over their water supply, and American officers are boring extensively in an endeavour to strike artesian water. Whenever water is struck without siphoning strength, there is a considerable demand for windmills, and one or two of the American houses have representatives in Haiti. If Canadian exporters appointed agents, it is possible that business would result. Such agents should be either engineering or contracting firms, as it is quite useless to try to sell a windmill in Haiti without installing it and guaranteeing operation.

## ARMS AND AMMUNITION

In distinction to most of the West Indian colonies, Haiti affords considerable field sport. There is very good bird shooting both upon the coastal flats and in the mountains, for duck, guinea and other fowl. Arms and ammunition can only be imported on permit, and at present only two permits are operative in Haiti. Both dealers are foreigners, and their imports consist largely of Stevens' shotguns, and some Remington pumpguns. The Stevens single-barrelled gun, in 10, 12 and 16 gauges, is popular, selling at \$12; their double-barrelled gun sells at \$27.

Imports are not permitted of heavier rifles than 22-calibre. There is a considerable sale of these light rifles from American sources. Occasionally a permit for a few revolvers is issued, but the entire business in rifled guns is small. Ammunition to date has been almost entirely American, from the Union Metallic Company.

## MATCHES

There are no matches manufactured in Haiti, but the large match factory at Puerta Plata, in the Dominican republic, supplies a considerable portion of the requirements of this state. As noted in the report upon the Dominican republic (see last issue of the *Commercial Intelligence Journal*, page 70), this match factory at Puerta Plata manufactures an excellent product, and it would appear to be only a matter of time until it fills a considerable portion of the requirements of the entire Caribbean. A Jamaica factory sends a few double-headed matches to Haiti. This latter type is fairly popular—rather more popular in Haiti than elsewhere. One of the large Swedish manufacturers supplies a match of the old German type, with the red stick and the yellow head. This match dominated the field before the war, but has failed to regain its position; the white sticks are in to stay. The trade in matches is in small boxes only, which must sell at not more than three cents per box. These boxes ostensibly hold fifty matches.

## SCALES

As noted in the general section of this report, the Haitian law formerly forbade the purchase of coffee from the grower, or rather collector, by other than a Haitian national. As the entire merchant community has been foreign, a large class of Haitian middlemen are established in the coffee collecting trade. These middlemen were not merchants in any sense; they were more comparable to warehouse clerks. On account, however, of almost every rural dweller being interested in this trade, a large majority of the houses of Haiti are equipped with a rough balance scale, upon which coffee is weighed. This scale consists of nothing more than an iron bar, ringed in the centre for support; ropes or chains run from the end of this bar to the balance pans, which are of local manufacture; sometimes even the bar is of local manufacture, iron being replaced by some durable wood.

## SEWING MACHINES

The small-sized Singer machine is fairly prevalent in Haiti; there is no other type of sewing machine at all.

## MACHINERY (WOODWORKING)

There are a number of small portable sawmills operating in Haiti, and occasionally some of the Port au Prince merchants, who own and control these mills, are in the market for additional units. The absence of roads and the precipitous nature of the country prevent the import of any but the smallest and most primitive types of machinery.



## OIL ENGINES

There is a small demand for 3 to 5 h.p. gasoline upright oil engines, for use about the towns for water pumping and similar purposes. One American firm in Port au Prince stated that they did about \$2,000 worth of business each year in these engines, and that they did not have any one else in Haiti who did more. There is very little possibility of increased business in this line at present, and there is no market for marine engines at all, as no boat building of any importance is carried out in this republic.

## ELECTRICAL SPECIALTIES

The American company which owns the local power plant in Port au Prince has a cast-iron contract, giving it the monopoly on the sale of all electrical specialties. Such specialties are imported through this firm's purchasing agents in New York. It is probable that the companies owning power plants in other Haitian towns have similar concessions. However, this monopoly is not of any particular interest either to the power company or to the possible competitors, as the plant in Port au Prince is overloaded at present and has no more power to sell. It is improbable that they would raise any objection to lines of electrical specialties being placed with local hardware dealers. The life of the upper classes, however, is too Continental, and of the lower classes too primitive, to anticipate any demand for electrical specialties in the near future.

## IMPORT REQUIREMENTS OF THE DOMINICAN REPUBLIC

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series were published as follows: *Introductory* (Nos. 1036, 1037); *Foodstuffs* (1038); *Soap and Hardware* (1039); *Building Materials* (No. 1040); *Hardware and Electrical Equipment* (No. 1041).]

## Textiles

	1920	1921	1922
<b>Cotton manufactures—</b>			
Beltng and hose .. . . .	\$ 4,529	\$ 3,965	\$ 1,445
Blankets and blanket cloth .. . . .	194,619	20,508	30,349
Bleached and unbleached .. . . .	2,364,887	161,233	284,508
Piece-dyed or printed .. . . .	1,940,897	306,949	442,792
Yarn-dyed .. . . .	2,461,533	231,357	319,197
<b>Cloth twilled or figured in the loom—</b>			
Bleached or unbleached .. . . .	904,654	86,925	80,318
Piece-dyed or printed .. . . .	1,090,987	99,470	102,895
Yarn-dyed .. . . .	1,185,710	126,039	197,948
Clothing (except knit goods) .. . . .	430,866	111,711	89,977
Duck .. . . .	48,841	36,441	23,592
Knit goods .. . . .	633,081	108,368	178,938
Pique .. . . .	12,051	2,677	1,384
Yarns, and manufactures of .. . . .	346,140	144,224	167,475
Other .. . . .	1,036,284	275,385	195,600

During the post-war inflation in business, nothing was more profitable than the dumping of second-quality textiles at first-quality prices into Spanish-American States, and there was great overstocking. In the case of Santo Domingo, almost every distributor was and is Syrian; these Syrian merchants, trading among themselves, evolved their own credit system, and the business affairs of any particular distributor were generally inextricable from those of his relatives in the same line of business. When the break in prices came, wholesalers, retailers and manufacturers' representatives alike found themselves hopelessly involved; and this condition is applicable to the present situation.

## TYPE OF TRADE

It is unfortunate that this textile business should be a bad risk, as the piece goods demand of the Dominican Republic is decidedly higher than that of most Latin-American states. It is easily 50 per cent higher than that of Haiti, even upon those low-priced lines which Haiti requires; a large proportion of Dominican imports are quite beyond the ken of Haitian requirements. While prints, drills and sheetings form the backbone of the demand, yet a very substantial proportion of the entire imports are of fine goods or fine imitations. Appearance rather than price is the prime factor in sale; appearance, likewise, is more esteemed than quality. Crude or garish goods were not noticed in any part of the Republic. Colours are regular, largely in secondary tones. No particular colours are predominant, except the notable absence of yellows and greens. Fairly light-weight goods are in demand, and particular favour is given to light weights coupled with either rich or coarse finishes which will give the impression of weight. As is usual in tropical countries, wide widths are the most popular; there are, however, no double-width goods, because of the tariff classification.

The losses sustained by Manchester houses in the crash of 1920-21 have seriously prejudiced this Republic in British eyes, and Santo Domingo would appear to have been dropped from the routings of many British textile houses. A number of large wholesalers expressed their desire to see British piece-goods salesmen again. They stated that they had been obliged to open buying connections in Great Britain, paying cash in London for all their requirements, and that while this was satisfactory, yet they did not obtain the range or choice of goods which a travelling salesman afforded.

*Gray Cottons.*—Business is comparatively limited in this line. Goods of this quality or weight are not in general demand.

*Prints.*—The principal trade in prints is in the country districts, and therefore the demand is fairly stable. The price range for prints is decidedly higher than in any Caribbean country visited to date. As high as 20 cents will be paid for stamped goods, and this price lets in considerable quantities of Manchester goods. However, American goods supply 90 per cent of the demand, due to the same causes as elsewhere—viz., very much cheaper prices for equal qualities, superiority in pattern, and the use of assorted bales in merchandising. (It may be noted in passing, however, that some British houses will furnish assorted bales; specifying not less than 400 yards of each unit of cheap material, and 150 yards of each unit of fine goods.) The two favourite American prints at present are the "Everett Classics" and "Bliss" fabrics, and the price range is from 6 cents to 14 cents per yard. A large proportion of this trade is irreclaimable from the present American suppliers.

*Drills and Denims.*—This business is second only to cotton prints in the country trade. Good qualities of medium-weight denims prevail. The constant rise of this cloth, however, is leading to its replacement. As in Haiti, the writer was questioned regarding possible British connections for these qualities of goods. It was stated that it was impossible to sell denims at more than 30 cents per yard, and that it seemed probable that American prices would surpass this figure before long.

*Ginghams.*—Ginghams are stocked in large quantities in all Dominican towns. They are the most popular better-quality, low-class demand. At present the lower qualities are American, and the upper range are British. Prices run between 20 cents and 30 cents per yard. The higher figure probably represents about the maximum which will be paid. The majority of gingham shown were very attractive, in fresh and simple patterns, with particularly soft



finishes. One British line of growing popularity was finished with a double cable thread, giving the impression of weight.

*Sheetings.*—White sheetings constitute an important demand, and moderate and good qualities are stocked. A white percale of American origin is particularly popular. American sheetings are predominant since the war, on account of the improved finish upon ordinary qualities of this type of goods. In the upper range, however, where nainsook and mercerized finishes are required, the trade is entirely British; unfortunately, this only constitutes a small portion of the entire demand.

*Muslins.*—There is a fair demand for light-weight muslins. The majority of these muslins were of little better quality than gingham, and, in the writer's opinion, did not constitute so attractive a purchase. American supplies are largely stocked at present, due to the preference for American patterns.

*Organdies and Lawns.*—Swiss and British organdies are fairly popular. Swiss embroidered lawns sell extremely well, being particularly noticeable in the dresses of children and girls in their teens. Two or three Continental commercial travellers visit the Dominican Republic each year with these lines, and obtain very good business.

*Voiles, Silks and Fine Goods.*—There is a much better market for fine goods in the Dominican Republic than elsewhere in the Caribbean. American styles predominate. While French voiles will not sell, American imitations are in constant demand. One of the best sellers of this type of goods is an American patented cotton-silk mixture, of extremely light weight, finished in shot silk. A strong rival are brocades and imitation brocades. In this latter line, some very good and very cheap British goods were noted. On the whole, however, it is considered that American fine goods were preferred by the Dominicans; one or two of the importers expressed the opinion that in the particular fine goods in demand in Santo Domingo American offerings were cheaper and better in every way than those of their British competitors.

*Shirtings.*—There is an excellent sale for shirtings in San Domingo City, where several firms manufacture shirts on a considerable scale. The materials in demand are medium qualities of cotton and mercerized goods, with lesser demand for silks. Twill lines are popular. The local manufacturers turn out shirts at about \$16 per dozen, and on account of the 25 per cent duty, it is doubtful if the same quality can be imported at less than \$20 per dozen. The wholesale trade purchase from the local manufacturers at the above price (except in the case of tailored shirts, for which the price is one dollar per shirt higher). It is probable that the import of shirtings will increase.

#### SUITINGS

	1913	1920	1921	1922
Suitings . . . . .	\$77,920	\$599,974	\$116,029	\$74,470

The men's and women's tailoring trade reaches considerable proportions, and a considerable range of suitings are imported. There are comparatively few of the light-weight crash suitings, which are so prevalent in the British West Indian colonies. For light-weight unlined suits, Belfast linens are unquestionably the most popular; these goods are rapidly recovering their former predominance in the Dominican market. French and American imitations of Belfast goods were likewise to be seen, but the reputation of British qualities will maintain the preference. Belfast linens sell at from \$1.75 to \$2.25 per yard, and Dominican purchasers wish to be assured that it is genuine Irish linen. There is a certain necessity for such assurance, as the bright glaze and

crinkly "feel" of Belfast linens have been admirably duplicated in some of the French and American cotton goods. With the recovery of the linen market, the demand for American palm beach suitings has fallen off, due in large part to inferiority of dye and pattern in these latter goods. On the other hand, a small trade is growing up in Spanish and British tropical cashmeres of high quality and price.

In heavier suitings, worsteds make the best showing. A good winter trade is done in British lines up to \$6 per yard. This business is entirely British. In still heavier goods, a small business is done in tweeds and serges, but the demand for such materials is limited. Some American woollens have been coming in, and were appreciated, both quality and price being satisfactory.

#### CLOTHING AND PERSONAL EFFECTS

	1920	1921	1922
Clothing (except knit goods) .. .. .	\$430,866	\$111,711	\$89,977

The business in clothing and personal furnishings increases each year, as increasing numbers of the Dominican peasants come in touch with the cities. In many of the imports under this head, qualities approximate Canadian. On the other hand, this clothing business is under the same control as piece goods, and the risk at present is really incommensurate with the volume of purchases. Another factor restricting the imports is the increasing quantities of clothing which are being manufactured both in the Dominican Republic and in its nearby neighbour, Porto Rico.

*Ready-made Suits.*—The import of ready-made suits is negligible, except for job lots of cheap clothes, which are readily secured from New York. There is no market for cheap, heavy clothing, and light clothing can be manufactured more cheaply on the spot. In addition, the Spaniard is a little too individual to relish the same suit as his fellow.

*Overalls.*—Large quantities of overalls are manufactured in Santo Domingo and Porto Rico, and there is no demand for other supplies.

*Shirts.*—The reason for the non-import of shirts has already been discussed under the head of "Shirtings." The tariff affords ample protection to the local manufacturers, and only specialties are in any demand.

*Underwear.*—There is a small specialty trade in underwear for the winter season, as the uplands of the Dominican Republic are temperate during several months. Cheap cotton-wool mixtures are used, and these are generally job lots of "seconds." Very few standard underwear lines were noticed, and it seems doubtful if the business is worth investigation at present.

*Waterproofs.*—Light well-ventilated waterproofs are bought extensively in this republic: the seasonal rains are torrential. The market has been filled from American sources in the past, but the demand is improving in quality, and British goods are appearing to a limited degree. The entire business available is not of any particular importance.

#### HATS AND CAPS

	1913	1920	1921	1922
Hats and caps .. .. .	\$89,253	\$501,193	\$78,515	\$95,926

Straw hats constitute the main division of this trade. They are manufactured locally, and in Porto Rico, with considerable success. The local hat is of good appearance, although it quickly reveals colour weakness under the tropical sun. Probably it holds about 60 per cent of the trade, and the remainder is made up by Spanish, American, and British importations. The British hats have not the



same prestige as in Cuba and Central America, due in part to faulty merchandising, and partly to the cheapness which local competition engenders.

There is a considerable business done in felts, with Italian and American lines predominating. The Italian hats are particularly good value, and are probably the more popular of the two.

Caps are a cheap trade, and are not extensively stocked. Porto Rico makes quantities of cheap, unlined caps in garish colours, which sell freely to the labouring classes. This trade is not particularly sound or valuable.

#### NECKWEAR

The demand is for moderate and good qualities of American neckwear, in quiet and artistic colours. Broad silks are more in demand than knitted ties, but a fair range of all types are carried by the principal dealers.

#### FOOTWEAR

Boots and shoes are the rule in the towns of the Dominican Republic, and even the *guajero*, or peasant, is purchasing boots when he can afford them. The market unfortunately is divided between the local cobblers and job lots from New York. There is practically no import of first-class shoes from foreign manufacturers, and the trade in other qualities is not very attractive to the large merchants, one or two of whom stated that they had gone out of the shoe business entirely because of its low-class nature: they did not care to have the goods in demand upon their shelves. This situation is intermediate, and it seems probable that in the next ten years the Dominican Republic will become a considerable market for boots and shoes.

The local cobblers appear to copy the cheapest and flashiest lasts available. Their leather is generally excellent, but the fit and styles are execrable. Two or three houses import nearly all the shoe findings which these cobblers use. Such findings are bought from New York merchant houses. Any Canadian firm offering shoe findings might probably appoint a Dominican agent. Such agent should be of Italian nationality, if possible.

In imported shoes, the best demand are women's slippers and pumps, and particularly children's shoes. It was striking to note the excellent quality of children's shoes in comparison with the trashy lines of men's footwear. There was only a small percentage of women's and children's shoes of Continental origin, and Canadian firms in a position to compete with New York prices might be able to obtain some of the pump and slipper business in well-appearing, moderately priced lines.

There are fair sales of rubber heels, now purchased from two of the large American companies. A German imitation of one of these heels was likewise stocked.

In distinction to the British West Indian colonies, there is a very small sale for men's rubber-soled shoes, or plimsols. The Spaniard despises this cheaper substitute for leather boots, and is averse to using them for any except their original sporting purpose. On the other hand, women's rubber-soled shoes sell well. "Keds" of various qualities are offered up to \$30 per dozen, and the "Casco" shoes are also prevalent. Many of these shoes have rubber heels attached, in Oxford lasts only, with toe straps.

#### BAGS AND SACKS

The jute bag trade divides between Dundee and India, with the largest proportion of business to India, since the large rice importer of Santo Domingo operates charters direct from that market.

## CARPETS

The sale of rugs and carpets is increasing, and good qualities were shown by one or two of the leading dealers. Some roll carpets are imported, but the large demand is for moderate-sized cut squares. Present supplies consist of good quality English goods.

Jute rugs, in the smaller sizes, sell fairly well, and some woollen mixtures in attractive finishes are likewise stocked. This business is expanding slowly and steadily.

**COMMERCIAL NOTES FROM NEW SOUTH WALES**

COMMERCIAL AGENT B. MILLIN

**Keen Demand for Wool at Sydney**

Sydney, December 6, 1923.—The exceptionally favourable wool selling conditions which have prevailed lately have been strongly continued during last month. The demand is keen and general, and gives promise of continuing, and excellent daily clearances are being made.

Good average catalogues have been auctioned embracing many noted clips, for which competition has been most spirited. All wools of good quality, fair length of staple and in good condition, have realized extreme rates, and the demand for skirtings and the lower qualities has been strongly maintained. Comebacks and fine crossbreds have also been in keen demand at full late rates. Although prices are admittedly on a high level, a very confident feeling exists as regards the immediate future. The shortage in production which is becoming apparent contributes strength to the position, and the general view is that a very keen market will rule in the new year.

All sections participate in the demand. The Continental sections are still buying freely, and the French trade is as keen as ever, whilst Italy has been increasing its operations, and Belgium and Germany are steady buyers. American orders are in the market, and the Japanese section is buying freely. The improved demand on Yorkshire account is also well sustained.

**Record Prices for Lambs' Wool at Sydney**

The demand for lambs' wool has been very keen lately, and during last week the record prices of the season was increased to 30 pence per pound, which is the highest price obtained for lambs' wool in recent years. The pre-war record stood at 16½ pence per pound, and in the second year of the war this was increased to 18½ pence. The record price for last season was 27 pence. Following is a summary of the highest prices for lambs' wool in seasons since 1913: 1913-14, 14½d.; 1914-15, 15d.; 1915-16, 18½d.; 1916-17, 21½d.; 1917-18, 21d.; 1918-19, 21½d.; 1919-20, 23d.; 1920-21, 25½d.; 1921-22, 22d.; 1922-23, 27d.; 1924-25, 30d.

**Manufacture of Linoleum in Australia**

The manufacture of linoleum is an entirely new industry for Australia, and the Australian Linoleum Company, Limited, which was recently established, is erecting its factory at Clyde, twelve miles from Sydney. The site of the new factory covers an area of five and a half acres, and is located so as to have convenient rail and marine communications. The first section of the buildings being erected will cover an area of 27,000 square feet.



### Coal Fields of New South Wales

Australia generally speaking has been endowed with liberal supplies of coal, but each state varies very much both in quantity and quality. The coal fields of the State of New South Wales are the most important as regards extent and the quantity and quality of coal produced.

The main coal basin extends along the coast from Sydney 100 miles north and 100 miles south, and thus having a seaboard of 200 miles, the value of the deposits is much enhanced by the ease with which supplies can be shipped. From the coast the coal basin extends 100 miles inland, and it is also known that it extends seawards some considerable distance. The coal obtained from the northern area is specially suitable for gas making and for household use, the coal from the southern districts is essentially steam coal, producing a strong coke specially suitable for smelting purposes by reason of its capacity for sustaining the weight of the ore burden in a blast furnace. Sydney is practically the centre of this huge coal basin, and a seam of excellent coal is now being worked under the city at the great depth of 2,784 feet below sea level. The seam, however, rises rapidly as it extends to the north, south, and west, outcropping at the surface in many places.

It is estimated that the coal reserves in the proven areas contain 20,000,000,000 tons, and that the total reserves of proven and probable coal is approximately 120,000,000,000 tons. At Newcastle, 60 miles from Sydney, a seam of coal is being worked which is 26 feet thick and without a band of inferior material.

### REVISED CUSTOMS TARIFF OF ARGENTINA

ASSISTANT TRADE COMMISSIONER, P. W. COOK

Buenos Aires, December 10, 1923.—On December 3, 1923, the text of the new Argentine Customs Law (No. 11,281), sanctioned by Congress and promulgated by the Executive Power of the Republic, was published and took immediate effect. The most important modification is contained in Article II, which augments all the appraisements of the Tariff of Values by 60 per cent, and all specific duties by 25 per cent. Article 84 of the new law, however, repeals (among others) Law No. 11,022 under which the appraisements of the Tariff of Values were increased by 20 per cent, so that the net result of the present law is an increase in appraisement of 40 in 120, or 33⅓ per cent. The law applies the new rate of duty to all merchandise entering the country on or after December 3, but a petition has been submitted to the Department of Finance by an association of trade interests, requesting that the payment of augmented duties be not insisted upon in respect of merchandise applied for before the promulgation of the present law; that is to say, merchandise at present in transit.

The commodities subject to ad valorem duties vary from 5 to 50 per cent (levied on the official valuation), the following being those most clearly affecting Canadian exporters:—

Per cent.

- 50 Firearms and cartridges; manufactures of silk; ties of silk or mixed; socks and stockings of thread or silk; lace of thread or silk; perfumery; silver and electroplate.
- 40 Carpets; steel or iron boxes (safes); articles manufactured or semi-manufactured of cloth other than silk; ties of cotton, linen, or mixed; furniture; silk cloth; commercial paper such as shares, policies, cheques, etc.; chromos or prints in general; advertising prints.
- 35 Walking sticks; arc lamp carbons; pipes and mouthpieces; linen cloth; screws.
- 30 Fancy trimmings of wool or wool and cotton (pasmanterie).
- 25 All merchandise which under this law is not subjected to specific duties, and not excepted from duty.

- 20 Cotton cloth; steel in bars or plates.
- 15 Pumps and windmills; heavy cardboard; white and Oregon pine, unplanned; South American "tea" and similar white pine; silk cloth for strainers.
- 10 Many chemicals including citric and tartaric acid; anhydrous ammonia in cylinders; metallic antimony; precious stones and jewellery considered as personal effects; tin; watches of silver or gold; candlewick; calcium sulphate.
- 5 Many heavy oils and chemicals, including caustic soda, sodium bisulphate, copper sulphate, borium sulphate; dynamite and blasting powder; wood-pulp; paper up to two centimetres in width for manufacture of paper matches; cotton and linen thread; material of various classes for railways or tramways; casks of wood or steel as containers; staves for casks; barbed wire; galvanized wire up to No. 14; copper wire less than 5 mm. diameter; wire or cable of more than 5 mm. diameter for electrical use; implements for subterranean cable installations; shearing machines, with or without motors; typewriters, calculating machines; cash registers; ordinary metal watches; locomotives and parts for same; iron in bars, ingots or plates; plain zinc; tinplate in sheets; zinc ingots or bars.

Tariff values are expressed in Argentine gold dollars and duties are payable in the same coin or in paper money at the rate of \$100 in gold equalling \$227.27 in paper. At par the Argentine paper dollar is worth 42.4 cents, the present exchange value being 32.75 cents.

Articles subjected to specific duties include the following:—

Codfish, 2 cents per kilo; biscuits, 15 cents per kilo; dried apples, including container, 10 cents kilo; table salt, 2 cents kilo; tea, 5 cents kilo; linen collars for men, \$1.25 dozen; nails, \$0.025 kilo; playing cars, \$10 gross; paper, wrapping or for bags, white or coloured, 8 cents kilo; paper, blank for books or writing, of all classes, including coloured up to foolscap size, 3 cents kilo; felt or wool hats for men or children, 35 cents each; the same of nutria beaver, vicuna, etc., \$1 each; emery cloth, 20 cents kilo; candles of stearine, paraffin or mixed, 5 cents kilo; whisky in casks or demijohns, 30 cents litre; whisky, bottled, 30 cents bottle.

Commodities permitted import free of duty include the following:—

Ploughs; sewing and washing machines; agricultural machinery; roadmaking machinery; tractors; hay presses; threshing machines, horse or mechanical; spinning machinery and various other types of textile machinery; coal and coke; disinfectants; antiparasitic dips; preventive and curative serums for infectious diseases; medicaments; drugs and apparatus for national hospitals, etc., excepting medicated cotton; old iron and steel; books, papers and literature; machinery in general and spare parts (n.e.s.); survey and exploitation machinery; zinc oxide for paint; live plants and seeds subject to usual inspections; news-print in rolls; fresh fruit and vegetables; dried potatoes; nuts; honey, etc.

Article 5 modifies the Tariff of Values in regard to many specific articles, the following being of chief interest to the Canadian exporter: artificial silk for looms, kilo \$8, 10 per cent; rubber in the form of auto tires, kilo \$2.50, 30 per cent; cartridges in general, half loaded, kilo \$1.25, 50 per cent; and certain rubber items.

Article 6 repeats the clause of Law No. 10,362 of February 25, 1918 (now cancelled), which doubled the appraisement of items 425 and 432 (footwear schedule) and also made item 425 applicable to ladies' footwear.

Under Article 7 merchandise entered as ocean, river, land, or postal parcels and merchandise classified for clearance as samples, not included in Articles 200 and 202 of the Customs Ordinances or Regulations\*, shall pay an additional 25 per cent on the assessed value in the Customs Tariff or of declared value, if they are addressed to private individuals or to agents of foreign manufacturers having no permanent offices in Argentina. This surcharge also applies to goods carried by travellers, excepting those considered in Article 201\* of the

\* Article 200 of the Argentine Customs Regulations reads as follows: The following packages shall be considered as samples: packages containing small pieces of cloth, that can not be put to any of the uses corresponding to this article, or pieces belonging to sets, when they come of different classes, and only one or two of each sort, and the package containing articles of a different sort, class or quality, as long as it only contains one or two pieces of each class or quality, and that the contents of the package be such goods as generally only come in large quantities and of one class in each package.

Article 201 reads as follows: As luggage shall be understood the clothing and objects of the personal use of travellers, and the clothing, furniture and the tools of immigrants, as long as the quantity of such does not lead to the supposition that they are destined for sale.

Article 202 reads as follows: Parcels shall be considered as including all small packages destined to persons living in the country, containing articles, that owing to their quantity are for personal use only.



ordinances. The said surcharge only applies to the articles classified in the Tariff of Values under the sections of furniture, hats, ceramic, glassware, textiles, clothing, mercery, bazaar, tobacco, musical instruments, and arms.

Article 8 specifies that merchandise subjected to duties varying between 10 and 20 per cent shall pay an additional 2 per cent; over 20 per cent, an additional 7 per cent. These "additional," however, do not apply to a number of items, among which, from the point of view of Canadian exporters, the most important are codfish, steel and iron tools, pine wood, needles and pens.

In certain cases the operation of the new regulations actually reduces import duties. For example, most boots and shoes under the old tariff were given a certain appraisal value and subjected to an ad valorem duty of 40 per cent plus an additional 7 per cent, or 47 per cent in all. Under the present law the appraisement value is increased by  $33\frac{1}{3}$  per cent net (as has already been explained), but footwear now disappears from the 40 per cent (plus 7 per cent) category and is automatically brought under the 25 per cent (plus 7 per cent) category, in which is included all dutiable merchandise not elsewhere accorded a specific duty.

In regard to textiles, silks at 50 per cent ad valorem of the increased valuation suffer a decided increase, but the majority of cottons are now classified under the 20 per cent ad valorem category which, with the additional 2 per cent, means a material decrease. Woollens are slightly, and linens very materially, increased.

The broad effect of the tariff changes may be shown in the following examples, taking woollen cloth valued at \$100 as a base:—

Under Old Tariff		Under New Tariff	
Valuation . . . . .	\$100 00	Valuation . . . . .	\$100 00
Additional . . . . .	20 00	Additional . . . . .	60 00
Total . . . . .	120 00	Total . . . . .	160 00
Duties: 30 per cent and 7 per cent =	44 40	Duties: 25 per cent and 7 per cent =	\$51 20

The remaining clauses deal in general with procedure in the Customs House, fines and penalties, and applications for revision or adjustment of decisions.

Article 82 provides that all merchandise which under the Tariff of Values is dutiable on legal weight, and which arrives unwrapped or without immediate container, will be charged an excess of 10 per cent of normal duties, it being obligatory upon interested parties to state in the clearance papers as in the invoice and shipping documents the condition under which the merchandise is imported. This is a repetition of Article 14 of another cancelled law, No. 10,362 of February 26, 1918.

## INTERNATIONAL BUREAU TARIFFS DISTRIBUTED

The following supplements to customs tariffs, issued by the International Bureau for the Publication of Customs Tariffs, at Brussels, have just been distributed to Canadian Customs Houses, Boards of Trade, and associations of a similar kind in Canada which are on the mailing list of the Department of Trade and Commerce to receive these publications: 1st supplement, 4th edition of tariff of New Zealand; 1st supplement, 2nd edition of tariff of Republic of Honduras; 9th supplement, 4th edition of tariff of Germany; 15th supplement, 5th edition of tariff of Canada.

OCEAN MAIL SERVICE

With mails for	Steamer	Sailing from	Date
Great Britain and Countries via Great Britain.	<i>Minnedosa</i> . . . . .	St. John . . . . .	Jan. 31
" " " . . . . .	<i>Metagama</i> . . . . .	St. John . . . . .	Feb. 1
" " " . . . . .	<i>Majestic</i> . . . . .	New York . . . . .	Feb. 2
" " " . . . . .	<i>Paris</i> . . . . .	New York . . . . .	Feb. 6
" " " . . . . .	<i>Montcalm</i> . . . . .	St. John . . . . .	Feb. 8
" " " . . . . .	<i>New Amsterdam</i> . . . . .	New York . . . . .	Feb. 9
Germany . . . . .	<i>Brecon</i> . . . . .	St. John . . . . .	Feb. 9
Bermuda, Leeward Islands, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, British Guiana, Venezuela, St. Kitts, Antigua, Barbados, Trinidad, British Guiana . . . . .	<i>Teviot</i> . . . . .	Halifax . . . . .	Feb. 1
Bermuda, Bahamas, Jamaica, Colombia, British Honduras . . . . .	<i>Canadian Runner</i> . . . . .	Halifax . . . . .	Feb. 8
Bermuda, Barbados, Trinidad, British Guiana . . . . .	<i>Canadian Fisher</i> . . . . .	Halifax . . . . .	Jan. 31
Jamaica and Colombia . . . . .	<i>Borden</i> . . . . .	St. John . . . . .	Feb. 5
China and Japan . . . . .	<i>Andalusia</i> . . . . .	Halifax . . . . .	Jan. 30
" " " . . . . .	<i>President Grant</i> . . . . .	Victoria . . . . .	Feb. 2
" " " . . . . .	<i>Empress of Asia</i> . . . . .	Vancouver . . . . .	Feb. 7
Australia only . . . . .	<i>Ventura</i> . . . . .	San Francisco . . . . .	Feb. 5

† Letter mail only, Parcel Post and specially addressed correspondence only.  
- Papers, parcel post and specially addressed correspondence only.  
: The *Minnedosa* will also be used for direct mail for the Continent including direct Parcel Post to France and Belgium.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JANUARY 14, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 14, 1924. Those for the week ending January 7, 1924, are also given for the sake of comparison.

	Parity	Week ending Jan. 7, 1924.	Week ending Jan. 14, 1924.
Britain . . . . .	1.00	\$4.86	\$4.4087
France . . . . .	1.	.193	.0505
Italy . . . . .	1.	.193	.0443
Holland . . . . .	1.	.402	.3872
Belgium . . . . .	1.	.193	.0445
Spain . . . . .	1.	.193	.1313
Portugal . . . . .	1.	1.08	.0359
Switzerland . . . . .	1.	.193	.1790
Germany . . . . .	1.	.238	.....
Greece . . . . .	1.	.193	.0221
Norway . . . . .	1.	.263	.1490
Sweden . . . . .	1.	.268	.2716
Denmark . . . . .	1.	.268	.1811
Japan . . . . .	1.	.498	.4726
India . . . . .	1.	2s.	.3236
United States . . . . .	1.	\$1.00	1.0275
Mexico . . . . .	1.	.498	.4919
Argentina . . . . .	1.	.424	.3275
Brazil . . . . .	1.	.324	.1053
Roumania . . . . .	1.	.198	.....
Jamaica . . . . .	1.	4.88	4.4311
British Guiana . . . . .	1.	1.	.....
Barbados . . . . .	1.	1.	.....
Trinidad . . . . .	1.	1.	.....
Dominica . . . . .	1.	1.	.....
Grenada . . . . .	1.	1.	.....
St. Kitts . . . . .	1.	1.	.....
St. Lucia . . . . .	1.	1.	.....
St. Vincent . . . . .	1.	1.	.....
Tobago . . . . .	1.	1.	.....
Shanghai, China . . . . .	1.	.708	.7436
Batavia, Java . . . . .	1.	.402	.3750
Singapore, Straits Settlements . . . . .	1.	.567	.5343



## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

86. PACKING-HOUSE PRODUCTS.—An old-established house in Barbados desire to obtain a good Canadian packing-house connection, to include pickled stuffs of all kinds. Great attention must be given to pickling in order to comply with the requirements of this market. Full information on file. F.o.b. quotations required.

87. PACKING-HOUSE PRODUCTS.—An old-established firm in Barbados would like to obtain a connection for packing-house products of all descriptions.

88. PACKING-HOUSE PRODUCTS.—A firm of wholesale provision merchants in Dublin, with excellent connections throughout the South of Ireland, are anxious to act as agents for a firm of Canadian packers, or to receive consignments.

89. PACKING-HOUSE PRODUCTS.—A large, well-established, financially strong Copenhagen firm of import and export merchants, dealing exclusively in foodstuffs and operating a selling organization covering Norway, Denmark, and Sweden, wish to handle Canadian packing-house products. They prefer to carry stocks in Copenhagen, for which they are willing to provide first-class bankers guarantee up to any amount.

90. PROVISIONS.—A firm in Hamburg wish to get in touch with Canadian exporters of all kinds of provisions except cereals and flour.

91. GRAIN; FLOUR; OILCAKES.—A Belgian firm are anxious to open up business connections with some Canadian exporters.

92. GRAIN.—A firm of brokers in Belgium interested in the Canadian market would like to import.

93. GRAIN.—A firm in Antwerp are desirous of acting as the representatives for Canadian exporters of grain and seeds.

94. GRAIN AND FOODSTUFFS.—An important Antwerp firm of importers are desirous of communicating with Canadian exporters of grain and foodstuffs.

95. FLOUR.—Prominent manufacturers' representative in British Honduras, who has handled Canadian flour in the past, is anxious to form connection with Canadian mill who will support representative in introductory period. Can guarantee business for flour approximating samples now in hands of Department of Trade and Commerce and Canadian National Millers' Association.

96. FRUIT.—A Belgian firm are anxious to open up business connections with Canadian exporters.

97. CANNED FRUIT.—One of the leading commercial agents in Barbados, who covers the West Indies and Demerara, wishes to obtain a connection, preferably on the Atlantic seaboard, for canned fruit in tins, jars or bottles. All quotations to be c.i.f. West Indian ports in case lots. Goods to be paid for in Canadian currency.

98. CANNED FRUIT.—A Christiania firm of commission agents, whose operations are confined to Norway, wish to be placed in correspondence with Canadian exporters.

99. CANNED SALMON.—A Christiania firm of commission agents wish to be placed in correspondence with Canadian exporters. Operations confined to Norway.

100. FOODSTUFFS; DRIED FRUITS; CANNED FISH.—A commission agent in Antwerp, Belgium, wishes to secure agency of Canadian exporters.

101. POTATOES.—An old-established firm in Barbados in good standing would like to get in touch with a firm who would be willing to ship potatoes on consignment.

102. SALTED SALMON.—A Christiania firm of commission agents wish to be placed in correspondence with Canadian exporters of salted salmon in barrels. Operations confined to Norway.

103. **CANNED FISH.**—One of the leading commercial agents in Barbados, and who covers the whole of the West Indies and British Guiana, desires to obtain a Canadian connection on Atlantic seaboard for canned salmon in 1-pound tins and sardines in 18-, 20- and 22-millimetre sizes; quotations c.i.f. West Indian and British Guiana ports in case lots. Goods to be paid for in Canadian currency. Samples.

104. **SALMON.**—Important foodstuffs manufacturers' representative in Argentina wishes to obtain agency for Canadian canned salmon.

105, 106. **MARGARINE STUFFS; PORK.**—A Copenhagen firm of import and export merchants, dealing exclusively in foodstuffs and operating a selling organization covering Norway, Denmark, and Sweden, wish to handle Canadian margarine stuffs; also pork. Prefer to carry stocks in Copenhagen, for which they are willing to provide first-class bankers' guarantee.

### Miscellaneous

107. **SOLE AND UPPER LEATHER.**—An important Bristol leather house will accept quotations on all types.

108. **BROKERS AND GENERAL SUPPLY FIRMS.**—A firm of commission agents in Barbados would like to get in touch with a firm of brokers or general supply companies in Montreal, Halifax, or St. John, to supply them with general lines of goods.

109. **HOSIERY AND UNDERWEAR.**—A commission house in Barbados would like to obtain a Canadian connection for hosiery and underwear, the latter in cotton and lisle in the cheaper makes. Samples, f.o.b. quotations with trade discounts and terms to be given.

110. **SILK FABRICS AND RIBBONS.**—A commission house in Barbados, with head office in Jamaica, desires to obtain a Canadian connection for silk dress goods in tussore and Japanese shantungs; also ribbons. Small cut samples to be supplied, with f.o.b. quotations and trade discounts and terms.

111. **GENERAL HARDWARE.**—Buenos Aires firm wish to receive catalogues and price lists from Canadian manufacturers of general hardware, including carpenters' bench tools.

112. **GENERAL HARDWARE.**—Buenos Aires firm wish to receive catalogues and price lists from Canadian manufacturers of general hardware.

113. **HARDWARE.**—Buenos Aires firm wish to receive catalogues and price lists from Canadian manufacturers of hardware, including edge tools and garden tools.

114. **AGRICULTURAL MACHINERY.**—Large Buenos Aires firm wish to receive catalogues and price lists from Canadian manufacturers of agricultural machinery, including lawn mowers and other garden tools.

115. **MOTOR CAR ACCESSORIES; ELECTRICAL APPLIANCES.**—Buenos Aires importer of automobiles, etc., intending to visit Canada at end of April, wishes to receive catalogues and price lists from Canadian manufacturers of motor car accessories, as well as electrical appliances of all kinds for light, heat and power.

116. **HOT-WATER HEATING APPLIANCES, ETC.**—A London firm who are in a good position for handling appliances connected with domestic hot-water heating, etc., would be pleased to get into touch with Canadian manufacturers of specialties of this description seeking a market in the United Kingdom.

117. **MICA.**—A London company of electrical engineers who are users of mica are open to receive offers from Canadian actual producers and shippers.

118. **MICA.**—A Belgian importer desires prices and samples of clear natural mica for stove doors.

119. **CARRIAGES AND BUGGIES.**—A firm in Barbados would like at an early date to receive catalogues and price lists of carriages and buggies with and without rumbles, the latter both new and second hand; photos to be supplied; new parts to be stated, weight and full particulars.

120. **BOX SHOOKS.**—A London company who purchase box shocks, principally for shipment to Australia, are desirous of forming connections with Canadian manufacturers.

121. **PRESSPAN BOARDS.**—A Hamburg firm desire to get in touch with manufacturers of presspan boards (glazed and pressed boards), so called "Carton de Lyon," as per samples and specifications available at the Department of Trade and Commerce, Ottawa.

122. **PAPER.**—Leading publishing house, Singapore, desire c.i.f. quotations and agencies for super-calendar printings; coloured printings; and wrapping 38-inch by 48-inch, 15 pounds to 100 pounds per ream.

123. **CATTLE FEED; FERTILIZERS.**—An Antwerp firm desire to represent or purchase, as occasion may warrant, oilcakes and all kinds of cattle feed, nitrates, and all organic and artificial fertilizers.



## PROPOSED SAILINGS FROM CANADIAN PORTS

*Subject to change without notice. The sailing dates are approximate.*

### From St. John

To LIVERPOOL.—Montlaurier\*, Canadian Pacific Steamships, Ltd., Jan. 25; Digby, Furness, Withy, Ltd., Jan. 30; Metagama\*, Feb. 1; Montcalm\*, Feb. 8; Montrose, Feb. 15 all of the Canadian Pacific Steamships, Ltd.

To LIVERPOOL AND GLASGOW.—Metagama\*, Canadian Pacific Steamships, Ltd., Feb. 1.

To LONDON.—Hastings County, Intercontinental Transports, Ltd., Jan. 26; Canadian Conqueror\*, Canadian Government Merchant Marine, Jan. 30; Appomattox†, Furness Line, Feb. 6; Canadian Planter, Canadian Government Merchant Marine, Feb. 13; Welland County, Intercontinental Transports, Ltd., Feb. 22.

To LONDON AND HULL.—Comino†, Jan. 23; Appomattox†, Feb. 6; Cornish Point, Feb. 19—all of Furness Line.

To LONDON AND HAMBURG.—Hastings County, Intercontinental Transports, Ltd., Jan. 26; Bothwell†, Jan. 30; Brecon†, Feb. 9; Bolingbroke†, Feb. 20—all of the Canadian Pacific Steamships, Ltd.

To ANTWERP.—Hastings County, Intercontinental Transports, Ltd., Jan. 26; Minnedosa\*, Jan. 31; Melita\*, Feb. 14—both of the Canadian Pacific Steamships, Ltd.; Canadian Conqueror, Canadian Government Merchant Marine, Jan. 31; Essex County, Intercontinental Transports, Ltd., Feb. 12; Canadian Planter, Canadian Government Merchant Marine, Feb. 13.

To GLASGOW.—Cabotia†, Anchor-Donaldson Line, Feb. 1; Bawtry†, Canadian Pacific Steamships, Ltd., Feb. 2; Lakonia†, Anchor-Donaldson Line, Feb. 15; Batsford†, Canadian Pacific Steamships, Ltd., Feb. 16.

To GLASGOW AND AVONMOUTH.—Cabotia†, Feb. 1; Lakonia†, Feb. 15—both of the Anchor-Donaldson Line.

To SOUTHAMPTON.—Minnedosa\*, Canadian Pacific Steamships, Ltd., Jan. 31; Melita\*, Canadian Pacific Steamships, Ltd., Feb. 14.

To MANCHESTER.—Manchester Division\*, Manchester Line, Jan. 26.

To AVONMOUTH.—Cabotia†, Feb. 1; Lakonia†, Feb. 15—both of the Anchor-Donaldson Line.

To CARDIFF AND SWANSEA.—Canadian Victor\*, Jan. 31; Canadian Leader\*, Feb. 14—both of the Canadian Government Merchant Marine.

To BELFAST AND DUBLIN.—Torr Head, Jan. 24; Lord Londonderry, Feb. 6—both of the Head Line.

To ROTTERDAM.—Porsanger, Feb. 9; Welland County, Feb. 22—both of the Intercontinental Transports, Ltd.

To HAMBURG.—Porsanger, Intercontinental Transports, Ltd., Feb. 9.

To HAVRE.—Hastings County, Jan. 26; Essex County, Feb. 12—both of the Intercontinental Transports, Ltd.

To SCANDINAVIAN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Feb. 6.

To AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—Trewyn, New Zealand Steamships, Ltd., Feb. 20.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO AND BUENOS AIRES.—A steamer, Houston Line, Feb. 10.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Borden†, Feb. 5; Berwyn†, Feb. 20—both Canadian Pacific Steamships, Ltd.

To SOUTH AFRICAN PORTS, CAPE TOWN, PORT ELIZABETH, EAST LONDON, DURBAN AND DELAGOA BAY.—Barracoo, Elder Dempster Line, Feb. 15.

### From Halifax

To LIVERPOOL.—Canada\*, Jan. 26; Regina\*, Feb. 17—both of the White Star-Dominion Line.

To MANCHESTER.—Manchester Regiment\*, Manchester Line, Jan. 25.

To LONDON AND HULL.—Comino†, Jan. 23; Appomattox†, Feb. 6; Cornish Point, Feb. 20—all of the Furness Line.

To HAVANA, LAGUAYRA (VENEZUELA), PORT OF SPAIN, MONTEVIDEO AND BUENOS AIRES.—Maria Pinango, Linea Hispano Americana de Vapores (I. H. Mathers & Son, agents), Jan. 30.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, Jan. 25; Canadian Runner, Feb. 8—both of the Canadian Government Merchant Marine.

To BERMUDA, NASSAU, KINGSTON AND BELIZE.—Canadian Fisher, Canadian Government Merchant Marine, Jan. 31.

\* Cold storage.

† Sirocco fans.

To CUBA AND JAMAICA.—Canadian Forester, Canadian Government Merchant Marine, Feb. 21.

To HAVANA, PORT OF SPAIN, LA GUAYRA, MONTEVIDEO AND BUENOS AIRES.—Maria Pinango, Linea Hispano Americana de Vapores, Jan. 30.

To PLYMOUTH, CHERBOURG AND LONDON.—Andania, Cunard Line, Feb. 18.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Trewyn, New Zealand Shipping Co., Ltd., Feb. 20; Canadian Spinner, Canadian Government Merchant Marine, Feb. 22.

### From North Sydney, N.S.

To NEWFOUNDLAND.—Kyle, Newfoundland Government Railway Commission, tri-weekly (Tuesday, Thursday and Saturday).

### From Vancouver

To AVONMOUTH.—Canadian Freighter, Canadian Government Merchant Marine, Feb. 25.

To LIVERPOOL, LONDON, ROTTERDAM AND ANTWERP.—Loch Katrine\*, Royal Mail Steam Packet Co., late January; Drechttyk\*, Holland-American Line, middle of February.

To BORDEAUX, HAVRE AND ANTWERP.—Hudson, French Line, Feb. 11.

To SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Traveller, Canadian Government Merchant Marine, Feb. 20.

To WELLINGTON, MELBOURNE AND SYDNEY.—Waihemo, Canadian-Australasian Line, Feb. 16.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Feb. 8.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Manila Maru, Feb. 9; Haiwai Maru, Feb. 13—both of the Osaka Shosen Kaisha Line.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Philoctetes, Feb. 7; Tyndareus, Feb. 26—both of the Blue Funnel Line.

To YOKOHAMA, KOBE, MOJI, SHANGHAI AND NAGASAKI.—Manila Maru, Osaka Shosen Kaisha, Feb. 8; Hawaii Maru, Osaka Shosen Kaisha, Feb. 12.

To YOKOHAMA AND KOBE.—Toyooka Maru, Nippon Yusen Kaisha Line, Feb. 10.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Empress of Asia, Canadian Pacific Steamships, Ltd., Feb. 7.

To YOKOHAMA AND SHANGHAI.—Canadian Seigneur, Canadian Government Merchant Marine, Jan. 30.

To YOKOHAMA.—Canadian Britisher, Canadian Government Merchant Marine, Feb. 25.

### From Victoria

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Feb. 9.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Achilles, Jan. 31; Philoctetes, Feb. 7; Tyndareus, Feb. 26—all of the Blue Funnel Line.

To YOKOHAMA, KOBE, SHANGHAI, HONG KONG AND MANILA.—President Grant, Feb. 2; President Madison, Feb. 14; President McKinley, Feb. 26—all of the Admiral Oriental Line.

## CAMPBOR REFINING IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, December 4, 1923.—The refining of camphor has been added to the rapidly growing list of Australian industries. A firm of manufacturing chemists in Melbourne have installed a plant for the conversion of crude camphor to the refined flowers of camphor and the manufacture of tablets. The raw material is imported from China and Japan. The quality of the camphor produced is claimed to be excellent. It is being freely purchased by the chemical trade and principal hospitals at a slightly higher price than that paid for imported camphor. A feature of this new industry is that the whole of the necessary plant and machinery has been made in Australia.



## COMMERCIAL INTELLIGENCE SERVICE

(For List of Canadian Trade Commissioners and Commercial Agents, see back page)

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### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London  
Kinnaid House, Pall Mall East, London, S.W. 1, England. *Cable Address, Dominion,  
London.*

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#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable  
Address, Stadacona, Paris.*

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#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British  
Embassy, Washington.

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### ENLARGED CANADIAN TRADE INTELLIGENCE

Under an arrangement made by the Minister of Trade and Commerce with the  
Secretary of State for the Colonies, the services of the British Commercial Diplomatic  
Officers, as well as those of British Consuls, will be available for Canadian firms, who  
are at liberty to apply direct to them for information as to the possibilities of sale of  
Canadian products, the method under which business is conducted, and the best means  
of getting into touch with markets. The arrangement referred to applies to all countries  
in which Canada is not represented by her own Commercial Intelligence Service.

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### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the  
export trade of the United Kingdom and British manufacturers desirous of representa-  
tion in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall  
Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Tele-  
graphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver.  
Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office,  
703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

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### BRITISH TRADE COMMISSIONERS SERVICE

In connection with the British Trade Commissioners Service which is now estab-  
lished in British possessions overseas, the British Government has placed the services  
of the Trade Commissioners at the disposal of Canada, especially in those overseas  
British possessions where Canada has no representatives of its own.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

Acting Trade Commissioner. Address for letters—  
Caixa Postal 2164, Rio de Janeiro; office,  
Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also  
for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhuspladsen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of the  
Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe.  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num.  
126-bis, Mexico City. Office, Edificio Banco de  
Londres y Mexico, Num. 30. *Cable Address,  
Cancoma.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street,  
Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Acting Trade Commissioner, Sun  
Building, Clare street, Bristol. *Cable Address,  
Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scot-  
land. (Territory covers Scotland and Ireland.)  
*Cable Address, Cantracom.*

#### United States

Frederic Hudd, 41 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.

#### Norway and Denmark

C. E. Sontum, Grubbegd, N. 4, Christiania,  
Norway. *Cable Address, Sontums.*

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.



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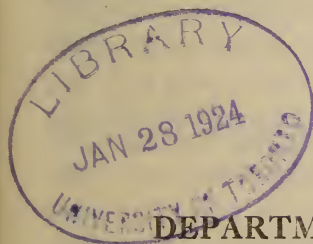
# Commercial Intelligence Journal

Vol. XXX

January 26, 1924

No. 1043

Trade Commissioner A. E. Bryan's Itinerary in Canada  
United States Tariffs and Canadian Export Trade  
Cereal Production Declines in England and Wales  
The Market for Hardware Lines in Northern Africa  
Market Conditions for Portable Houses in Japan  
Hardware Market in the Netherlands East Indies  
Transportation and Commercial Conditions in Mexico  
Trade Inquiries for : Sugar ; Condensed Milk ; Fish ;  
Mica ; Acetic Acid ; Automobiles ; Lumber ; Machinery



DEPARTMENT OF TRADE AND COMMERCE  
OTTAWA, CANADA

MINISTER  
HON. THOS. A. LOW

DEPUTY MINISTER  
F. C. T. O'HARA

COMMERCIAL INTELLIGENCE SERVICE  
H. R. POUSSETTE, Director

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Ottawa

JANUARY 26, 1923

No. 1043

## TRADE COMMISSIONER A. E. BRYAN'S ITINERARY IN CANADA

Mr. A. E. Bryan, Canadian Trade Commissioner to Japan, who recently arrived in Ottawa, is now engaged in making a business tour in the Dominion. The itinerary for the first part of his tour is as follows:—

Toronto (including Oshawa) ..	Jan. 17—31	Gananoque .. . . .	Feb. 6
Port Hope .. . . .	Feb. 1	Brockville .. . . .	Feb. 7
Trenton.. . . .	Feb. 1	Prescott .. . . .	Feb. 8
Belleville .. . . .	Feb. 4	Cornwall .. . . .	Feb. 8
Kingston .. . . .	Feb. 5	Montreal.. . . .	Feb. 11—20

Details of the second part of Mr. Bryan's itinerary will be announced later. Canadian firms who desire to be brought in touch with Mr. Bryan or to interview him should address their communications to him in care of the Department of Trade and Commerce, Ottawa.

## PARCEL POST VIA SAN FRANCISCO TO NEW ZEALAND AND AUSTRALIA

Commencing on the 1st of February, 1924, parcels may be accepted for transmission via San Francisco to New Zealand and Australia. This route will be in addition to the existing parcel post route via Vancouver and the route to be used is optional with the sender.

The rate of postage for parcels forwarded via San Francisco will be 18c for each pound or fraction thereof. [Parcels for Australia forwarded via San Francisco will be subject to the collection from the addressee of a fee of 3d. (6c.) for each pound or fraction thereof in respect of each parcel]. The limit of weight will be 11 pounds. The regulations as to packing, customs declarations, prohibited articles, etc., will be the same as those which have hitherto applied to parcels despatched via Vancouver.

Parcels for New Zealand and Australia intended for transmission via San Francisco should be legibly marked "Via San Francisco" and *forwarded to Vancouver* to be included in the parcel mails which will be made up by that office on San Francisco.

The first sailing by which parcels will be despatched to Australia via San Francisco will be that of the *Ventura* on 5th February. This steamer will carry mails for Australia only. The first sailing via San Francisco by which parcel mails will be despatched to New Zealand will be later announced.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND THREE MONTHS ENDED DECEMBER, 1919, 1920, 1921 AND 1922; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS.)

Commodities	Month of December				Three months ended December				United States Tariff Rates in force		
	1920		1921	1922	1919	1920	1921	1922	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock) —											
Cattle.....	63,627	29,295	15,103	15,050	264,893	153,271	100,175	51,619	Free	30 p.c.	(a)
Horses.....	5,578,093	2,175,724	352,103	521,103	23,947,923	11,738,878	1,806,018	1,778,470	Free	10 p.c.	(b)
Poultry.....	43,669	56,264	36,562	17,105	129,563	207,540	110,917	63,482	10 p.c.	1c. per lb.	(c)
Sheep.....	97,922	164,471	152,183	131,460	435,740	484,705	496,995	371,549	1c. per lb.	3c. per lb.	
	109,811	195,078	166,622	143,320	445,964	534,326	490,133	344,162	Free		
	15,226	21,706	3,901	1,009	124,136	105,210	41,157	18,538	Free		
	176,941	172,448	22,770	1,035	1,286,966	937,956	209,841	124,658	Free		
Fruits—											
Apples, green or ripe.....	42,101	1,104	16,375	2,485	143,575	10,123	387,161	41,603	10c. per bush.	30c. per bush.	25c. per bush.
Apples, dried.....	162,921	6,716	84,235	12,630	581,220	48,203	1,983,598	197,921	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....	96,518	320,710	156,627	28,414	56,627	23,542	71,652	31,562	4c. per qt.	4c. per qt.	1c. per lb.
Grains—											
Barley.....	1,410	137	2,083	5,023	1,464	128	95,573	49,991	15c. per bush.	15c. per bush.	20c. per bush.
Beans.....	58	137	2,632	16,081	2,846	357	6,737	21,781	25c. per bush.	10c. per cwt.	
Buckwheat.....	924	759	6,729	92,347	14,536	78,845	53,364	157,246	Free	Free	
Oats.....	13,370	67,107	30,134	74,720	21,888	93,278	41,744	129,417	Free	Free	
Peas, whole.....	757,194	134,960	601,426	163,194	861,072	209,346	389,588	152,646	6c. per bush.	6c. per bush.	15c. per bush.
Peas, split.....	646,449	88,796	256,156	24,968	720,235	146,131	368,949	152,646	10c. per bush.	10c. per bush.	60c. per bush.
Rye.....	14,600	2,950	10,129	2,016	26,470	76,049	177,558	154,083	20c. per bush.	20c. per bush.	75c. per bush.
Wheat.....	95,553	18,998	28,882	72,075	169,043	13,482	50,997	2,016	Free	Free	15c. per bush.
	33,933	110,531	236,141	243,635	8,168	68,972	56,279	17,260	Free	Free	30c. per bush.
	52,329	176,337	1,565	3,365,601	3,929,210	4,653,549	9,172,155	15,961,494	Free	Free	30c. per bush.
Grain Products—											
Bran, shorts and middlings.....	25,218	157,442	22,419	323,519	252,255	413,196	241,619	1,233,743	10 p.c. or free	10 p.c. or free	15 p.c.
Wheat Flour.....	56,847	269,145	22,552	404,377	567,484	770,632	231,408	1,589,345	10 p.c. or free	20 p.c.	78c. per cwt.
	1,271	194,181	83,143	22,198	2,401	521,477	226,203	66,437	Free	Free	
	13,972	1,985,425	471,836	133,325	27,516	5,723,301	1,411,717	408,030	Free	Free	
Meats—											
Bacon, hams, shoulders and sides.....	1,148	228	120	198	4,716	958	350	1,677	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....	28,400	9,412	3,506	6,215	121,474	38,821	11,220	52,881	Free	2c. per lb.	
	29,793	24,715	1,859	10,113	130,738	98,314	95,166	708,588	Free	2c. per lb.	
	454,994	356,381	348,204	111,753	1,855,519	1,413,579	1,002,625		Free	2c. per lb.	



Mutton and lamb, fresh, chilled or frozen.....	Cwt.	4,492	8,744	14,800	373	21,213	39,072	44,817	7,280	.....	2c. per lb.	.....	(d)
Pork, fresh, chilled or frozen.....	Cwt.	97,715	215,463	272,040	8,461	447,016	997,361	741,447	173,442	Free	2c. per lb.	.....	
Pork, dry-salted and pickled.....	Cwt.	22,676	30,709	29,983	14,867	70,131	136,149	67,923	57,216	Free	2c. per lb.	.....	
Poultry, dressed or undressed.....	Cwt.	20,023	7,420	502,374	98,767	35,755	9,705	611,513	129,198	Free	25 p.c.	.....	
Other meats, including canned meats, but excluding extracts.....	cwt.	4,483	1,446	990	179	13,674	6,704	3,441	2,814	Free	2c. per lb.	.....	
Milk and milk products—		56,853	25,374	9,078	1,097	181,578	106,286	34,667	32,556	Free	25 p.c.	.....	
Butter.....	Lb.	373,685	288,902	389,491	1,097,112	4,105,779	1,439,608	2,301,493	3,587,265	.....	6c. per lb.	.....	
Cheese.....	Lb.	485,579	8,224	170,221	44,300	2,285,352	722,798	836,193	1,448,412	.....	8c. per lb.	.....	
Cream.....	Gal.	130,922	3,375	29,346	19,167	775,071	27,366	372,259	108,220	.....	20 p.c.	.....	(e)
Milk, fresh.....	Gal.	56,269	57,883	127,353	335,303	306,902	502,908	576,143	677,241	.....	5c. per gal.	.....	
Milk, condensed, including milk powder.....	Lb.	1,103,028	1,088,105	5,924	1,317,561	2,280,549	2,700,699	38,715	2,350,964	.....	2c. per gal.	.....	
Seeds—		199,127	190,895	749	233,743	383,703	407,640	7,877	390,678	.....	2c. per lb.	.....	
Clover seed, alsike.....	Bush.	15,233	5,052	15,405	10,424	54,553	8,155	39,532	74,690	.....	Free	.....	
Clover seed, alfalfa and red.....	Bush.	2,060	67,842	133,918	70,438	1,392,570	109,787	355,342	486,515	.....	Free	.....	
Clover seed, other.....	Bush.	55,455	.....	3,552	31,415	55,455	45	3,948	62,309	.....	Free	.....	
Flaxseed.....	Bush.	10,612	163	2,910	24,215	20,635	1,522	4,000	52,841	.....	Free	.....	(f)
Grass seed.....	Bush.	593,417	1,059,304	892,536	1,945,595	1,054,413	1,411,670	1,343,991	1,801,054	.....	30c. per bush.	.....	
Vegetables—		12,633	27,815	41,793	22,277	44,534	23,248	39,578	27,767	.....	Free	.....	
Potatoes.....	Bush.	497,869	105,958	53,632	60,590	2,227,508	1,098,939	342,962	317,215	.....	25c. per bush.	.....	
Sugar beets.....	Ton	2,155	37,771	2,813	2,411	6,713	9,438	10,291	326,706	.....	Free	.....	
Turnips.....	Bush.	416,081	338,916	285,432	423,961	1,302,750	1,071,850	1,076,892	1,342,180	.....	5 p.c.	.....	
Miscellaneous Products—		194,873	83,134	73,621	98,272	523,556	252,849	290,647	285,030	.....	15 p.c.	.....	
Eggs.....	Doz.	1,545	31,885	3,846	2,211	58,998	114,478	109,755	55,862	.....	Free	.....	
Hay.....	Ton	16,337	10,257	148	31,866	45,690	30,394	360	25,184	.....	Free	.....	
Maple sugar.....	Lb.	261,377	229,245	2,996	347,418	726,631	689,981	7,482	915,247	.....	\$2 per ton	.....	
Tallow.....	Cwt.	24,127	1,741	25,017	10	141,814	187,722	64,620	3,694	.....	3c. per lb.	.....	
Wool.....	Lb.	70,704	13,999	18,617	2,980	231,311	41,974	107,455	2,859	.....	Free	.....	
Total value of above commodities.....	\$	288,023	2,996,174	.....	859,052	1,476,039	3,020,099	103,144	2,013,393	.....	Free	.....	(g)
		13,930,098	33,591,441	7,942,965	10,507,725	46,473,416	95,691,457	25,576,106	32,275,802	.....	.....	.....	

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent. (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Mutton fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (e) Cheese, 5c. per lb. but not less than 25 per cent. (f) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (g) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 316-7.

## CEREAL PRODUCTION IN ENGLAND AND WALES

TRADE COMMISSIONER HARRISON WATSON

London, January 9, 1924.—The securing of an outlet for our wheat and other grains is so vitally associated with the prosperity of Canada, that authoritative information regarding production of the various crops which is given in the report just issued by the Ministry of Agriculture and Fisheries is of direct interest.

To those who follow agricultural matters, it will probably be known that farming generally, and grain growing in particular, have recently relapsed into an unprofitable and unsatisfactory condition in Great Britain, and not only has the increased production of wheat, which resulted from war efforts, been lost, but there is a general tendency for the arable land to revert to pasturage, and that the outlook is causing considerable alarm.

### CHANGES IN THE AREA OF AGRICULTURAL LAND

The following table, taken from the report, shows that the total area under crops and permanent grass in 1923, as compared with the previous year, experienced a decrease of 83,000 acres, but as this was partly compensated for by an increase of 39,000 acres in the area of rough grazings, the net decrease was only 44,000 acres:—

	Arable	Permanent Pasture Thousands	Rough Grazings of Acres	Total
1921 .. .. .	11,618	14,526	3,712	29,856
1922 .. .. .	11,311	14,715	3,762	29,788
1923 .. .. .	11,181	14,762	3,801	29,744

The land returned as arable in 1923 showed a decline of 129,000 acres, and, as the report points out, brings back arable cultivation to practically pre-war conditions, and in this connection it publishes the subjoined statement of the arable area in England and Wales: 1912, 11,335,000 acres; 1913, 11,058,000 acres; 1914, 10,998,000 acres; 1923, 11,181,000 acres.

In this connection it is thought interesting to compare the area under different crops at the present time with selected quinquennial periods, as below:—

	Corn Crops	Roots	Potatoes Thousands	Clover and Rotation Grasses of Acres	Other Crops*	Total Arable Land
1879-83 .. .. .	7,429	1,877	374	2,927	1,381	13,988
1889-93 .. .. .	6,594	1,804	397	3,093	1,026	12,914
1899-03 .. .. .	5,970	1,603	435	3,213	916	12,137
1909-13 .. .. .	5,821	1,548	434	2,590	881	11,274
1919-23 .. .. .	6,276	1,307	521	2,432	1,152	11,688
1923 .. .. .	5,611	1,265	467	2,600	1,238	11,181

\* Including bare fallow.

Attention is called to the position that, contrasted with 1879-1883, the area under plough has declined by no less than 2,800,000 acres, the main reduction being in the so-called "Corn," or Cereal Crops, which amounts to 1,800,000 acres. Indeed, the only important crop which has shown any expansion is Potatoes, for edible purposes, which on the whole are less exposed to foreign competition, and the production of which has grown to meet the home demands of a larger population.

*Wheat.*—The acreage of wheat in England and Wales in 1923 was 1,740,000 acres, almost identically the same as the average of the ten years immediately before the war.



As compared with 1922, this area was reduced by 227,000 acres, which was greater than in the case of oats or barley. It is held that the late harvest of 1922 and the heavy fall in wheat prices was no doubt responsible for the relatively large decline.

All counties shared in the reduction, and it is thought, in view of the attention already referred to which is being directed to the wheat acreage, that the following figures of the area under this crop in past years are useful:—

	England and Wales	Scotland Thousands of	Great Britain Acres
1883 .. . . .	2,545	68	2,613
1893 .. . . .	1,853	44	1,897
1903 .. . . .	1,540	41	1,581
1908 .. . . .	1,583	44	1,627
1913 .. . . .	1,701	55	1,756
1918 .. . . .	2,557	79	2,636
1923 .. . . .	1,740	59	1,799

*Barley.*—The reduction in the barley area was relatively smaller than in the case of other corn crops, but even so, the proportion was less than before the war. The total acreage was 1,327,000 acres, some 37,000 acres less than in 1922, and apart from 1915 the smallest area on record.

*Oats.*—With few exceptions, every part of England and Wales had a smaller area under oats, and the total of 1,978,000 acres was 186,000 acres less than in 1922. The acreage of oats was, however, about the same as in 1913, and nearly 50,000 acres greater than in 1914, but apart from these two years was the smallest recorded since 1898.

*Potatoes.*—The very low prices realized for the large crop of potatoes grown in 1922 led to the planting of a much reduced acreage last year. The total area was decreased by 95,000 acres, or nearly 17 per cent, to 467,000 acres, but even so this total was larger than in any year before the war, the pre-war maximum being 464,000 acres in 1905.

## “ OPEN ” POST ENVELOPES: BRITISH OFFICIAL RECOMMENDATIONS

Canadian firms who are in the habit of mailing circular matter to the United Kingdom will be interested in the following official recommendations of the British Postmaster General regarding “ open ” post envelopes, as published in the *London Times*:

“ In his promised communication drawing attention to the serious inconvenience caused by the use of open envelopes which are large enough to entrap other packets in the post, the Postmaster General states that complaints are frequently received of misdelivery and delay due to that cause, and asks all users of the “ open ” post to take such measures as are practicable to avoid the use of “ trap ” envelopes.

“ The Post Office recommendations are: (1) Envelopes of which the flaps are at the top and are merely tucked in should not exceed 6 inches in width and  $3\frac{1}{2}$  inches in depth. If the depth exceeds  $3\frac{1}{2}$  inches the aperture should not exceed  $4\frac{1}{2}$  inches. (2) Where long envelopes with ordinary tuck-in flaps have to be used, the tuck-in flap should be placed at the side and not at the top if the envelope does not exceed  $4\frac{1}{2}$  inches in depth. (3) Where larger envelopes are necessary, use should be made of those with specially shaped flaps (e.g., in the nature of a tongue) which can be tucked into a narrow slit. (4) Where the contents are of a bulky character, the envelopes should be secured by means of a blunt metal fastener.”

## MARKET FOR HARDWARE IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

[Former reports in this series on Tunisia, Algeria, and Morocco have been published as follows: *Agricultural Machinery* (Nos. 1021 and 1022); *Motor Vehicles* (No. 1023); *Building Materials* (No. 1024); *Chemicals* (No. 1025); *Coal* (No. 1027); *Electrical Equipment* (No. 1030); *Cereals and Feedstuffs* (Nos. 1032 and 1033); *Foodstuffs* (Nos. 1034 and 1035); *Glassware and Earthenware* (No. 1036); *Furniture* (No. 1037); *Footwear* (No. 1038); *Iron and Steel* (No. 1039); *Kitchenware and Household Furnishings* (No. 1040). Tons equal metric tons.]

The hardware market of North Africa does not essentially call for a high-class trade. Before the war, Germany had a great deal of the business and shared with other European countries, and to a less extent the United States, the continual purchases being made. Now France has forged ahead and has left behind not only Germany but the other countries formerly doing a larger hardware trade than at present. In most classes of North African hardware, however, there is in general a first and second quality sold, and even if France has the bulk of the second-quality trade, and a considerable part of the first-quality, the French have not all the business, nor have they eliminated, in spite of adverse exchange conditions, the English and American trade marks. Hence Canadian tools and small ironmongery, for example, especially in first-quality goods, need not necessarily be lacking on the shelves of the hardware stores of North Africa. Already in Algeria Canada is doing some small business, and it would seem reasonable to believe that an increment could take place, especially as the United States sold about 1,000 tons of all kinds of hardware to North Africa in 1920-21, by far the greatest part of which went to Morocco.

### IMPORTS OF HARDWARE

Owing to the lack of uniformity in compiling trade statistics in the countries of North Africa, and owing to the vagueness in these statistics of such categories as "hardware" and "small ironmongery," it is extremely difficult to cull out accurately the detailed imports of many specific articles from the Custom House returns. In general, however, the quantities imported for the year 1920-21 are given hereunder:—

#### Algeria, 1921

Article	Tons	Countries of Origin (Tons)
Screws, bolts and nuts . . . . .	3,564	France 3,554, Belgium 3, Great Britain 2, Germany 1, United States $\frac{1}{2}$ , Canada $\frac{1}{2}$ .
Tools . . . . .	755	France 734, Great Britain 4, United States 4, Belgium 4, Spain 3, Germany 2.
Tacks, etc. . . . .	649	France 635, Belgium 13.
Hardware n.o.s. . . . .	618	France 614, Canada 3.
Anchors, chains and cables . . . . .	453	France 402, Spain 21, Belgium 16, Great Britain 11.
Nails . . . . .	362	France 352, Germany 8, Great Britain 2.
Railings and gratings . . . . .	108	France 107, Great Britain $\frac{1}{2}$ .
Locks . . . . .	99	France 90, Germany 5, United States 1.
Candlesticks . . . . .	34	France 32.
Coffee mills and articles of domestic economy	27	France 20, United States 3, Holland 2, Germany 1.
Hinges . . . . .	12	France 12.
Sadlery hardware . . . . .	6	France 6.

6,687



*Tunisia, 1921*

Article	Tons	Countries of Origin (Tons)
Screws, bolts, nuts and staples . . . . .	1,008	France 919, Belgium 67, Great Britain 14, Italy 1, United States $\frac{1}{2}$ .
Hardware n.o.s. . . . .	662	France 419, Belgium 149, Great Britain 89, Italy 1.
Tacks, etc. . . . .	242	France 197, Belgium 41, United States 3, Great Britain 1.
Tools . . . . .	193	France 173, Germany 5, Algeria 4, Italy 3, United States 3, Great Britain 1.
Candlesticks . . . . .	27	France 22, Sweden 2, Germany 2.
Anchors, chains and cables . . . . .	151	France 100, Belgium 20, Germany 10, Great Britain 7, Italy 6, United States 3.
Railings and gratings . . . . .	135	France 134.
Nails . . . . .	123	France 106, Great Britain 7, United States 4, Belgium 3, Italy 1.
Locks . . . . .	86	France 64, Belgium 15, Germany 4, Algeria 2, United States $\frac{1}{2}$ .
Coffee mills and articles of domestic economy	18	France 12, Sweden 2, United States 1, Germany 1.
	2,645	

*Morocco, 1920*

Article	Tons	Countries of Origin (Tons)
Hardware n.o.s. . . . .	2,519	France 1,337, United States 828, Belgium 143, Spain 135, Germany 40, Great Britain 35.
Tools . . . . .	752	France 610, Great Britain 38, Italy 28, Spain 27, Belgium 21, Germany 19, United States 7.
Nails, screws . . . . .	656	France 310, Belgium 124, United States 99, Spain 57, Great Britain 55, Sweden 7, Germany 3.
Locks . . . . .	237	France 168, Germany 29, Spain 12, Sweden 5, Italy 4, United States 2.
Railings and gratings . . . . .	86	France 63, United States 15, Spain 7.
Candlesticks, brassware. . . . .	42	United States 18, France 14, Great Britain 6, Spain 2.
	4,292	

From the foregoing statistics, and leaving aside the imports of various commodities such as brushes, kitchenware utensils, scientific instruments, certain iron and steel products, cutlery, firearms, stoves, wire netting, piping, paints and varnishes, etc., all of which may be obtained in a Canadian hardware store but which are treated under other headings in this report, it is found that Tunisia during 1921 bought abroad 2,645 tons of what may be described as "pure" hardware or ironmongery, Algeria some 6,687 tons, and Morocco during 1920 some 4,292 tons, or a total North African hardware importation for the given year of almost 14,000 tons. It is proposed in the following paragraphs to refer briefly to some of the more specialized demands, beginning with tools.

## SAWS

As price is the determining factor in most purchases, the better-quality tool is often sacrificed for the one retailing at a lower price, especially in the woodworking tools, as the carpenter and not his employer has generally to pay for the tool himself. To sell, the goods need not be highly finished articles, always provided they are useful and within the means of the consumers. In North Africa, however, that which is considered a useful tool, for some specific work, may not always be similarly regarded in Canada. The typical saw used by the woodworker is an example. Instead of using the light and well-balanced handsaw, a somewhat crude and clumsy variety is utilized, resembling in general construction the commonly called bucksaw of Canada. (See illustration 1.) While this saw is considered useful for cutting cordwood, it is hardly thought to be adapted for carpentry work at home. The saw in question is tightened and loosened by a small piece of perpendicular wood inserted (1) in the cord which forms the top bar of the saw and (2) in a groove cut in the

middle bar. A wire-strung saw is not used. Three common lengths are sold, viz. 45, 50, and 55 cm., retailing respectively at about 6, 6.50, and 7 francs. Another small carpenter's saw to be had in North Africa is reproduced in Illustration 2. This comes generally in 35-cm. lengths and retails at about 6 francs, and although of a competitive price with the saw just described, it has not the popularity among carpenters which the former enjoys.

Apart from carpentry work, there is also a demand for circular saws, which are used in the saw-mills located throughout North Africa. In 1914 a fairly important steam saw-mill was started in the region of Cherchell (Algeria) which cuts about 2,000 tons of pine logs every year into boards, vine stakes, and firewood, while many other mechanical saw-mills are scattered throughout North Africa producing among other products planks, box shooks, broom handles, pitprops, railway sleepers, and furniture parts. Further, metal saws are used in some of the best machine shops. There is a very little call for meat saws or the crosscut saws of Canada.

#### HAMMERS

Ordinary French carpenter hammers have been able, especially since the slackening of imports from Germany, to get the bulk of the trade. These French products look less attractive to the eye, but they sell at a considerably lower price than the United States or English hammers seen by the writer. The French hammer, moreover, follows closely the market preference in the matter of detail just as did previously the German hammer. The square head and face instead of the round type of hammer common in Canada commands the sale in this Mediterranean market, and to endeavour to foist our taste in preference to the other is to court dissatisfaction all round. The commonly used carpenter's hammer, which is stocked generally in the two sizes of 22 and 24 cm., and retails at 3 and 4 francs respectively, is reproduced in Illustration 3.

#### AXES AND HATCHETS

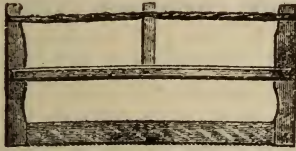
Axes and hatchets are not required in very large numbers, as outside of the cities where coal is mostly used, wood fires are not kept going many weeks of the year on account of the warm climate. Nearly every farmer, however, will probably have at least an axe or a hatchet or both, and hence these hardware stocks have to be kept up and added to from time to time. Axes are of course also used in connection with the lumbering industry, small though this is. There does not seem to be any special type of axe or hatchet in demand. Ice-hatchets are not used except occasionally by climbers in the Atlas mountains, while as tiles rather than wood roof the houses, shingling hatchets are not in demand. Pickaxes are used both in the mines and by road builders. A type commonly employed is shown in Illustration 4.

#### CHISELS, BRACES AND BITS, PLANES, PINCERS, FILES

French chisels also occupy first place in the imports into North Africa of this tool category. Oftentimes the blade is but little tempered and the cast steel seldom undergoes further treatment. A cheap mark rather than an expensive grade goes best. The regular brace commonly sold will be seen in Illustration 5. It has a 10-mm. thread, a varnished wooden handle, and retails at from 4.25 to 4.50 fr. at Algiers. Bits should have their sizes given in the metric system. The common carpenter's plane is a most ordinary-looking tool, and in comparison with ours at home a bit old-fashioned. The body is of wood and is fitted with a cast steel blade, a simple iron blade, and a wooden handle. The blade width is usually about 38 mm. The absence of any pommel handle



and trimmings is noticeable in the reproduction of the plane which is given in Illustration 6, and which retails at about 10 fr. Two different kinds of pincers, also in common demand, are shown in Illustrations 7 and 8. The one shown in Illustration 7 with a cast steel polished head and 16- and 19-cm. length retails at 4.50 and 5 fr. respectively, while No. 8 illustrates a second type in cast steel with polished head and 16- and 20-cm. length, retailing respectively at 4.50 and 6 fr.



1



2



3



4



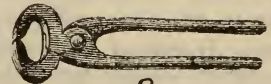
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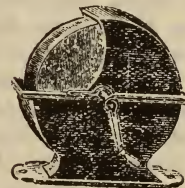
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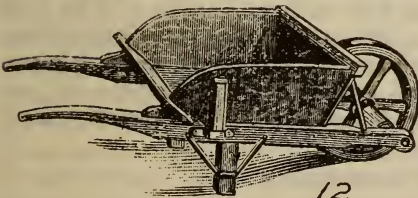
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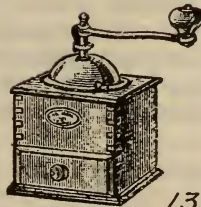
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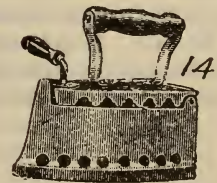
11



12



13



14

Files (5-, 6-, 7-, 8-, 10-inch among others) are imported principally from France, the United States, and Great Britain, and English and American standards are generally acceptable in the more common sizes.

#### CARD AND CABINET TOOLS

Sets of carpenters' tools mounted on cards are regularly seen in the hardware shops, but as a rule such a series is of an inferior quality and sells at a very meagre price. Tool collections in cabinets are rarely sold as the carpenter

in these countries, even if he is extravagant enough to carry his tools around in some kind of a cloth bag or make-shift box, will hardly ever pay the necessary money to purchase a cabinet well fitted with the best-quality tools.

#### MASONS' TOOLS

As practically all apartments and villas in the cities are constructed of stone, and as this mode of building also extends out into the rural parts, there is a demand for builders' tools in connection with stonework. At present France is the controlling factor of the trade.

#### AGRICULTURAL IMPLEMENTS

The bulk of the agricultural implement trade is now supplied by France, and in view of the outstanding place which agriculture takes in the economic status of Northern Africa, it is not surprising that the imports of implements should be large. The exportation of early garden vegetables is one of the flourishing businesses of Algeria and Morocco, and the gardeners must be equipped with tools to care for their small or larger plots. Viticulture is also one of the characteristic Algerian industries, and hence such instruments as pruning hooks are in constant demand. France sometimes puts on the market a tool which is much less finished, much clumsier, and not so well adapted to conserve the physical energy of the cultivator as similar instruments made in the Dominion. The garden tool handle, for example, if supplied at all, is often crude and liable to break into splinters, while the instrument as a whole would be just as effective and much more handy were it to be more lightly constructed. Some American and English instruments may be occasionally found in the hardware shops, but there remains in this export field an area for Canadian exploitation. Prices will not in all probability be very tempting just now, but a good agent should not have much difficulty, once exchange is improved, to convince the North African that Canada has something to offer in this regard which will make the European gardening of the North African littoral much less of a drudgery than it is at present.

The writer noticed in particular one agricultural instrument which was different from the kind generally employed in Canada, viz. the pitchfork of two or three prongs. On the reverse side of the handle the pitchfork was fitted with two other shorter prongs which it was claimed were often useful in stacking or in throwing heavier loads. The garden rake shown in No. 9 comes in 8, 10 and 12 teeth, riveted into the frame, and sells without handle at 1.50, 1.90 and 2.25 fr. respectively. The popular garden fork used in digging is also shown in No. 10. It consists of four triangular teeth and retails at 17 fr. in Algiers. In shovels for the mines and for agricultural purposes the T handle is preferred to the D handle, although the I handle is perhaps most frequently used.

#### EMERY WHEELS AND WHEELBARROWS

Most European farmers at any rate will have about their buildings an emery wheel of some description, and that kind which perhaps more than any other up to the present has best met the demands of the market is shown in No. 11. It has the two advantages of being uncumbersome and of being inexpensive. The stone itself is perhaps not of the best abrasive, but it sharpens the tool when applied. The wheel is enclosed in a varnished cast-iron hood and is turned by a wooden handle. It comes in diameters of 14, 17 and 20 cm. and retails at 18, 20 and 28 fr. respectively.

It is not uncommon, among the vegetable gardens of the Algerian coastland, to see the colonist and his labourers pushing about a wheelbarrow filled



with the early spring produce, which is eventually to go into the nearby cities or to the greengrocers of France. The type of wheelbarrow which so far has met with greatest success is shown in Illustration 12. It is made of all wood, has movable sides, and measures some 1.50 metres in length. The retail cost of this garden utility imported from France is about 50 fr.

#### BUILDERS' HARDWARE

In considering the market for builders' hardware in North Africa, it is necessary to point out first of all that in design or application many of the articles are different from those which are in use in Canada. Take window hardware, for example. Throughout Tunisia, Algeria, and Morocco most of the apartment houses—and North Africa, unlike Canada, is not a country of private homes and semi-detached houses—are built with French windows. On the outside the windows are protected by heavy shutters which slide back into the wall. On the inside the windows are again frequently protected by folding wooden blinds which in the daytime double up and lie as a part of the casement against the wall, and which at night are opened up and bolted by an iron bar. Moreover, on many apartment houses there are cast or wrought iron pieces at the outside of the windows to prevent people from falling out, while a great many of the windows have wrought iron or metal work balconies attached. Hence it is evident that the types of window hardware made in Canada are hardly suitable to North African requirements, while it is also natural that France, employing about the same kind of general architecture, should be easily in the fore of this trade.

One of the reasons why transatlantic latches and locks have not made more progress in the high-class hardware trade in North Africa lies in the fact that these are seldom mortized into the door, which as a rule is not thick enough to receive the lock, in any of the three countries. Moreover, bolts, locks, handles and other door fittings are so designed to meet the requirements of doors constructed with as little wood as possible owing to the relatively high price of imported lumber for construction purposes. As a result of French influence in this market, brass-plated door knobs and handles of brass, wood, or porcelain are generally designated in millimetres, the ovals of the more commonly used door knobs running in 47/29, 51/31, 54/33, 57/35, 60/37, 64/38, 66/40 and 68/42 mm. sizes. A common size lock for room doors which sells well measures 7 by 11 cm.

The native trade in padlocks is very important, and at one time was almost a monopoly of Germany throughout Tunisia, Algeria, and Morocco. Even now in Tunisia and Morocco the German padlock still obtains, but in Algeria German imports are almost nil. Galvanized, plain iron, iron grey, and japan finished padlocks are all in demand, but the price must be low to compete with present French and German supplies. Brass padlocks sell mostly to the European trade. The sizes of padlocks tend to be small rather than too big, the 2- and 3-inch padlock as known in Canada having a large sale. A point of interest, however, is the big key used oftentimes with the relatively small padlock. Imports state that the natives have not yet generally come to appreciate the advantages inherent in the smaller size.

#### SHELF HARDWARE

Shelf hardware may be taken to include such articles as bolts, hinges, nails, screws, tacks, hasps and staples, etc.

It will have been noticed from the statistical imports given earlier in this report that France has latterly captured most of the market for shelf hardware, although Belgium, Great Britain, Germany, Spain, the United States, Italy,

and even Canada are represented in the imports. If transatlantic prices are high in comparison with Continental quotations, the packing of shelf hardware, on the other hand, in cardboard boxes rather than in paper packets which often burst open and have to be repacked, is considerably better, and this superiority of presentation should undoubtedly be pushed to the full. Germany used to send very cheap and almost valueless shelf material to North Africa, and although Canadian manufacturers might justifiably still consider the market an "inferior" one, yet France is now selling much of her best-quality products throughout Tunisia, Algeria, and Morocco. At one time in 1923, Germany could lay down 5-inch bolts with clamps c.i.f. Morocco port for 1.25 fr. or say 25 cents per dozen, but these halcyon days for the Moors are now gone, and the natives of Morocco and the Arabs of Algeria do not expect any longer to pay only 2 sous for a bolt. The writer does not suggest, however, that Dominion firms could get in on the poorest-quality market, but he does believe that much of the finer class of the French hardware now in stock might be advantageously repeated from Canadian counterparts, were exchange to permit competitive quotations. The salient factor to remember is that formerly the market was virtually all "trashy," whereas over the last few years a better type of article has been coming in and the trend of business is now in this direction. This movement, which may be described as "away from Germany," is particularly noticeable in Algeria.

*Bolts.*—Galvanized iron japan finished and brass draw-bar bolts for doors are all imported, with a tendency to buy more of the first two varieties. Small sizes predominate, although bolts up to about 12 inches are also stocked. At present the Japy bolt and nut of France has the largest trade in metal pins. The length of these bolts is given in millimetres and when quoted includes the head; specifications should include length, diameter and type of threading. The international system of threading is now most common, and is displacing the old French threading system.

*Nails, Screws and Tacks.*—Wire nails are designated either (1) by their length and run principally in 3-, 4-, 5-, 6-, 7-, 8- and 9-cm. sizes, or (2) by their weight and are classified as 125 grammes, 250 grammes, 625 grammes, etc., per 1,000 nails. Nails are also specified in "lignes" or lines, one line equalling 2.25 mm. The necessity of conforming to specifications was pointed out to the writer in Algiers. One American firm some time ago undertook to fulfil a 30- and 35-mm. nail contract by supplying a 32-mm. length nail on the assumption that the very slight difference would be an immaterial factor in the eventual sale to the natives for whom the indent had been put through. Unfortunately, however, the nails would not take and had to be sacrificed by the importer.

As a general rule brass screws are unsuitable for the native trade owing to the rough handling they receive, and hence these go only to European customers. Galvanized screws, and bright-finished iron screws, are sold both to the natives and to the colonists.

The trade in tacks, shoe nails for cobblers, and horse-shoe nails also bulks up considerably in the imports of these different countries.

*Hinges, Hasps and Staples.*—Both T and butt hinges in plain iron and galvanized finish are fairly well sold, the former in plain iron being generally purchased by the native. One does not see many of the japanned finish or of the electro-brass or solid brass hinge in the native bazaars. European hardware dealers, on the other hand, merchandise a fairly representative line of all the principal kinds. The business being done in hasps and staples is largely limited to the plain iron and japanned finish.



## BELLOWS, LANTERNS, LAMPS AND CANDLESTICKS

To make the coals glow in the native braziers and to keep the cooking embers from completely dying out, the Arabs and Moors use the hand-bellows. In Casablanca one specific mark supplied by France which was meeting with very frequent sales was seen. It was an imitation of an English model which used to hold the trade and on the leather body of the contrivance was printed the hand of Fatima. From handle, which was made of wood, to point the bellows measured 20 inches, while it was 9 inches wide at greatest diameter. This instrument is one of the peculiarly native requirements of North Africa and the imports are not negligible.

Although the stars are often sufficient light as a guide when out-of-doors, the natives altogether use a great many lanterns. A good lantern used to be made locally by the native tinsmiths from imported tinplate, but the coming of the automobile has changed the source of raw material supply and tinplate is not used to the same extent as formerly, inasmuch as an empty petroleum tin can now be had for about one franc, and out of this the Moorish or Arabian workmen can fashion a satisfactory lantern frame. The typical Moorish lantern of minaret style is in the form of an upright rectangular box with coloured glass sides and cupola, and an imported lantern after this manner might take very well with these Mohammedan peoples. The kind of lantern in use in Canada, however, is also in demand, and Canadian exporters would more probably be drawn in this direction of trade.

Glass lamps with wick and chimney for burning petroleum are also imported and are similar to the cheapest kinds found in the remotest country parts of Canada.

Throughout Spanish and French Morocco and in other parts of North Africa there is a fairly good demand for brass candlesticks of the type which is made up of a hollow stem containing a spring. These are now imported mostly from Spain, France, and Italy.

## COFFEE MACHINES AND MINCING MILLS

A household article which practically every European house has is a coffee-grinding machine. The opinion is held among the colonist population that coffee to be good must be freshly ground, and hence the necessity of crushing the whole coffee beans for every meal. The type commonly sold in all the principal cities of Northern Africa is shown in Illustration 13. It consists of a varnished wooden box with drawer, from where the coffee is taken after having been put in the sliding opening of the cupola-shaped bronzed top and crushed by turning the revolving metal handle with wooden knob. These mills come largely from France and retail at from 7 to 11 fr. apiece, depending upon size.

Sweden and the United States, however, do the greater part of the business in the mincing machines imported. These are very similar in construction and pattern to the meat chopper as sold at home. The "Universal" trade mark from the United States has just been recently introduced into Northern Africa and its sales are doing well. One popular-selling cutter bears the painted picture of two pigs on the surface of the machine, while illustrations of edible animals and fowl are graphically presented around the border. Many of these mincers are placed every year on the market.

## OTHER HARDWARE

Among other kinds of hardware imported regularly into North Africa may be mentioned: (1) rose sprinklers and incense burners made of nickle-plated sheet iron (these are largely bought by Moors from Birmingham); (2) brass

water taps 1 by 1½-inch; (3) wrought-iron irons to be used with coal or charcoal inside, of 18-cm. width, and weighing about 2 kilogrammes per iron (see Illustration No. 14); (4) ordinary flat irons; (5) yellow metal bells; (6) trunk handles of enamelled iron in 2½-, 4- and 5-inch sizes; (7) furniture hardware and fittings, largely from Austria and from France; (8) cooperage hardware, mostly from France and Italy; (9) oblong link chains, for which there is a fairly considerable demand; (10) scales on the ordinary old-fashioned balance system with a series of round iron weights in 50, 100, 200, 300, 400, 500 grammes and with the ½- and 1-kilo sizes in hexagonal form; and (11) metal fittings for saddlery.

#### CONCLUSION

In concluding, three or four characteristic features of the hardware trade in North Africa may be recounted: (1) that two kinds of hardware are required, viz. the inferior and the finer qualities, but even the latter must not be too expensive; (2) that tools and hardware should be made extremely strong for this market, as they are frequently misused by the not always highly intelligent native; (3) that trade marks have a continual value in selling hardware to the natives, nor is a mark once established readily thrown aside for an unfamiliar one, or for none at all—one British mark *per se*, the writer was informed, was worth a 50 per cent increase in price over that of any of its competitors; (4) that attractive and durable packing of (especially) shelf hardware is advisable; (5) that the usual terms of payment are 30 days from end of month following date on invoice less 2 per cent, although in some cases 60 or 90 days are allowed, and that commission rates average about 5 per cent; and (6) that the North African trade is much less trashy than it was a few years ago, and that the trend of trade is away from Germany.

In the foregoing paragraphs an endeavour has been made to plumb in a general way the North African hardware market, and the writer is of the opinion that Canadian hardware manufacturers, given improved exchange conditions, should be able to fortify little by little their present rather insignificant position, especially in such articles as agricultural instruments, builders' tools, and shelf hardware.

### MAH JONGG INDUSTRY IN CHINA

TRADE COMMISSIONER J. W. ROSS

Shanghai, December 15, 1923.—An example of the manner in which a previously unknown article will suddenly come to the front and attain to such a demand as to represent a leading item in the export trade of a country is shown in the case of the Chinese game of Mah Jongg. One or two factories for the manufacture of Mah Jongg sets have been started by foreigners in Shanghai, one employing about 400 people, but the great bulk of the sets are made by native workmen in their own houses or in small shops. In the native city of Shanghai whole streets are given over to this work; the same applies to Soochow, Hangchow, Ningpo and other cities, the output being contracted for by large dealers in Shanghai from which port most of the sets are sent abroad. Canton also produces a considerable quantity which are exported through Hongkong.

The rapid growth of the Mah Jongg industry has caused a demand for the shin bones of oxen and cows, which is becoming difficult to fill, so that all foreign countries are being drawn upon for supplies of this material. The cost has also increased very greatly; at the present time bones from American stock yards are quoted in Shanghai at about \$200 gold per ton, where formerly there was little demand for this article from any country. The cleanness and whiteness and thickness of the bone is a mark of quality of the pieces in Mah Jongg sets; if the bone is lined with dark streaks, or is yellow and thin, this shows that the set is cheap and inferior, and the bone will probably soon separate from the backs.



## MARKET FOR PORTABLE HOUSES IN JAPAN

ASSISTANT TRADE COMMISSIONER JAMES A. LANGLEY

Kobe, December 26, 1923.—Since the earthquake the construction of temporary buildings in Yokohama has been progressing quite rapidly; and, speaking roughly, about 25 per cent of those destroyed in the Japanese section, and 10 per cent in the Yamashita-cho (foreign business section), have been rebuilt. However, the housing capacity is far less than before the earthquake as the structures are invariably of one story. The roofs, and in many cases even the walls, doors and windows of these new buildings are covered with galvanized sheets, the use of which entails a minimum expenditure of material and labour and gives greater protection from cold and wind than unseasoned boards.

Ready-cut houses are being imported to supplement the housing accommodation afforded by these temporary structures. Already three have been put up in the compound of the American Consulate, each 30 feet by 24 feet, and a larger one is now in course of erection, while a few have been imported by private concerns. However, there are a number of factors which tend to retard the development of the portable-house business in Japan, and unless these can be overcome the future does not hold very good prospects for the Canadian manufacturer.

### DUTY

While building materials generally are exempt from duty until the 31st of March next, the Director of Customs has imposed a duty on these houses of 40 per cent, unless importers can produce satisfactory evidence that they are being brought in for relief purposes, in which case they must come consigned to one of the relief committees, the Red Cross, or some similar organization. Several Yokohama firms have these houses on order for early shipment, and some are actually in customs pending the decision of the authorities, and it is anticipated that finally this item will be put on the temporary free list. It is estimated that if the duty of 40 per cent is left on, it will restrict the importation of these houses, as it will be cheaper to build them here in spite of the present high cost of labour.

### ERECTION

In building a cheap Japanese house a contractor estimates for six carpenters, two plasterers, and two labourers. A foreign house of ordinary construction is equivalent to a Japanese house of intermediate grade, and requires 50 per cent more labour than does the cheap house. A Japanese contractor would never think of erecting a house with less labour, and in the case of ready-cut houses it has been found that he will purposely require the above assistance.

Instructions for erecting these houses are written in English, and as none of the contractors in present-day Japan are capable of reading English, the cost of erection is materially increased by the confusion and loss of time due to this alone. It might be suggested that a man understanding English be employed as a supervisor, but the saving per house would not be sufficient unless the business were such as would warrant the continual employment of such a man at a high salary. One large estate owner who has just finished erecting three of these buildings found his disbursements for labour ten times as much as the estimated figure, and although he is getting yen 270 (about \$135) per month for a six-roomed bungalow, he has given up the idea of bringing in any more.

### POSSIBLE REMEDY

After studying the above conditions it will be seen that the general lack of experience has caused a great deal of inconvenience and unnecessary expense, and that it is useless to offer these houses through importers whose interest is

limited to the extent of making a profit. The only solution seems to be: (1) the elimination of all parts that can be more economically produced in Japan; (2) the printing of all instructions in the Japanese language; and (3) in the organization of a complete unit of working-men in Japan comprising carpenters, plasterers and labourers. In order to maintain such a unit there must be sufficient work. Fortunately the City of Tokyo alone assuredly guarantees the work, and if the proposition were properly handled there would be a splendid opportunity for the establishment of a sound business. If a Canadian manufacturer wishes to come into this field with the intention of establishing a permanent business, Mr. A. E. Bryan, Canadian Trade Commissioner to Japan, who is at present on a business tour in Canada, and may be communicated with in care of the Director, Commercial Intelligence Service, Ottawa, is in touch with a group of Japanese financial men who are willing to organize a firm for the purpose of importing "Made in Canada" portable houses, with a sufficient capital to carry the undertaking along on a sound basis.

## HARDWARE FOR JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

*[Former reports in this series have been published as follows: Automotives (No. 1028); Paper Trade (No. 1029); Leather and Leather Goods (No. 1030); Chemists' and Druggists' Sundries (No. 1031); Rubber Goods (No. 1032); Textiles and Wearing Apparel (No. 1033); Building Material, Furniture, and Paints (No. 1034); Chinaware and Glassware (No. 1036); Provisions and Beverages (Nos. 1037, 1038); Machinery (No. 1040); Government Supply Purchasing (No. 1041); and the first section on Hardware (No. 1042). Prices quoted are those prevailing in July, 1923. For purpose of conversion, roughly speaking, 2½ guilders equal \$1 Canadian.]*

### LATEX CUPS

Many importers of estate supplies would seem to favour aluminum latex cups if they can get them at a cheap enough price. They have the great advantage over porcelain and glass cups of being unbreakable. The field in Sumatra, according to one importer (who would like to hear from any Canadian manufacturer whose price is competitive) is for the 26-gramme drawn aluminum cup. The Swiss are now offering these at 60 glds. c.i.f. a thousand. Canada could do a nice business, he stated, at \$20 a thousand as 60 glds. is too dear and does not hit the porcelain cup trade.

In a competition held some time ago in the Federated Malay States, it was decided that the ideal latex cups must have the following points: (1) hold about 10 oz. of liquid; (2) hold a maximum of latex for a minimum of wetted surface at any instant during the filling stage; (3) surface of latex exposed to the air must be a minimum during filling, i.e. ratio of latex content to latex surface exposed to air must be a maximum; (4) designed that cleaning be easy; (5) must stand without support; (6) must be as unbreakable as possible; (7) must easily fit into ordinary hangers without risk of falling through or toppling over; (8) protruding hooks add to expense of construction; and above all (9) easy and cheap to manufacture.

### FIREARMS

The license restrictions at present are too severe to allow of this trade making any headway. Those who have licenses are using, as a rule, English or Continental guns.



## FISHING HOOKS

Scandinavia, and particularly the well-known firm of Mustad's, would seem to do a good business in fishing hooks. These must be packed in sealed tins for this climate.

## HARNESS AND VEHICLE HARDWARE

*Harness Hardware.*—All the harness for the ponies driven by the Javanese is, as a rule, domestic made. It is gaily decorated, of very poorly tanned leather with many metal ornaments. This line would not seem to be open to importers as cheapness is the main factor.

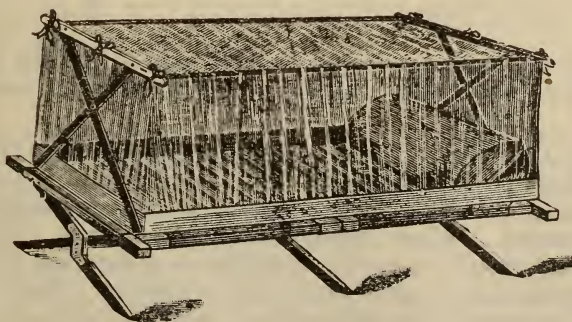
*Vehicle Hardware.*—The demand is for axles for the small pony carts and a fair trade done in this line. The Collins pattern (England) is wanted. The sizes are 1,  $1\frac{1}{8}$ ,  $1\frac{1}{4}$  and  $1\frac{1}{2}$  inches. Male axles are used  $1\frac{1}{8}$ ,  $1\frac{1}{4}$  and  $1\frac{1}{2}$  inches.

## HOUSE FURNISHING GOODS

*Aluminum Ware.*—The cheaper lines of the Continental spun aluminum-ware are sold in European stores. Even this seems to be too high priced to reach the Javanese trade in any quantity. Wherever Canadian lines were suggested, importers stated that they were for the time being too high priced for this somewhat limited market to pay.

*Beds.*—This is a highly specialized business. Firms with no previous oriental bedstead trade experience are not advised to look for business at the present moment owing to the state of the hardware market. Even normally the demand is very spasmodic. Local representation is really essential so that future needs can be anticipated. A few Chinese beds are sold railed at the head and sides but not at the foot, but the bulk of the business is done in the Western type. Bedsteads should be always metal and have railings for mosquito curtains.

It is possible that Canada might be able to compete in camp cots with mosquito sticks as shown below:—



What is sold is a light-weight fold-up cot fitted with mosquito sticks. The canvas is green or brown. An American make costs c.i.f. about \$40 (Canadian) per dozen. The metal fittings should be well galvanized.

*Buckets (Galvanized).*—Two types of galvanized buckets, both of English manufacture, were seen. The first has a vertical seam edge soldered. The second type, which is heavier and more expensive, has a riveted vertical seam. English prices are so reasonable that it would hardly seem for the moment that Canada can compete.

*Charcoal Irons.*—Germany does a nice trade in charcoal irons, which are widely used by the Javanese. A competitive price for a charcoal iron in August, 1923, was 70 cents c.i.f. Java port. Spirit irons are not wanted, as the big trade is in the charcoal iron.

*Cutlery, Nickel and Silverware.*—Holland with her close relations with Germany and the latter's low prices handle the cheaper lines.

*Dinner Pails.*—Dinner pails on sale in this area have as a rule four compartments. White, also blue and white, ware have sold, but those favoured to-day have a coloured ground with a majolica floral pattern. The better class come from Germany, Holland, and Czecho-Slovakia. They are packed in cases containing three dozen in assorted sizes. The cheaper qualities are from Japan.

*Enamelled Ware.*—The higher quality of enamelled ware comes from Holland and is blue outside and white inside. There is also some grey ware used in the better trade. Germany and Japan would seem to supply the cheaper lines. Canadian prices, importers state, are too high to compete.

*Iron Pans.*—The total imports into the Netherlands East Indies have been given at: 1919, 411 tons; 1920, 660 tons; 1921, 1,130 tons; 1922 (January-September), 972 tons.

In Java it should be noted that iron pans should all have cast ears. The sale for those with wire is practically limited to Sourabaya. The following sizes are stated to be most in demand (width by depth): 8-inch by 3½-inch, 9-inch by 3¼-inch, 10-inch by 3½-inch, 10½-inch by 3⅝-inch, 11-inch by 3¾-inch, and 11½-inch by 4-inch. Orders seem to be given for 150 sets. Larger sizes (as above) are 13⅞-inch by 3¾-inch to 18⅞-inch by 5-inch. The present price ex godown is about three times the pre-war price. Pans, sizes 12-inch by 3-inch and 13⅜-inch by 3-inch, are sold in sets of 300. The import duty is 12½ per cent, and the Customs House has valued the commodity at 21.96 fl. per 100 kilos, on which amount duty has to be paid.

There is also a demand for trimmed iron round pots, bail-handle and tinned covers, which are sold in sets of five pieces in the following sizes:—

No.	Width In.	Depth In.	Capacity Litres
4 . . . . .	5½	3¾	1¾
5 . . . . .	6½	4½	2½
6 . . . . .	7½	5	3½
7 . . . . .	7¾	5¾	4
8 . . . . .	8	6	5

Some bowls are made locally by Chinese smiths, but the bulk trade would seem to be Belgian and Dutch. It is doubtful whether Canada can equal their prices.

*Lamps and Lanterns.*—Cheap German prices and liquidated stocks of oil lamps and lanterns prevented the writer interesting buyers, for the time being, in Canadian-made articles. But normally this is an important market for lamps and lanterns. When conditions become more favourable another aggressive attempt should be made; but there is always the fact to be borne in mind that Germany has a great hold on this market. Even American makes do not seem to have made much headway. German prices, however, are going up, but the market is still loaded.

To appreciate the size of the market a walk through any small town or the Javanese royal cities of Solo and Djokja will speedily convince the visitor. In the ordinary class of hurricane lantern Canada is too high priced at present for this market.

The "Feuerhand" brand holds the market. Price rules not only in the hurricane lantern but also in the oil lamp. Here, too, Germany with her Lyra lamp is supreme. Further, not only is it a question of bucking a low price, but a conservative Javanese taste which likes the German lamps and does not see why it should merely change because some one else is making a lantern.

[Illustrations of the usual German lantern and the hanging Lyra lamp are on file at the Department of Trade and Commerce, Ottawa.]



The type wanted has burner 15 and a shade of 28 cm. The import price was around 1.30 glds. apiece in July, 1923. Their wholesale selling price was about 27 glds. a dozen. At the same time the importers gave a discount of 5 per cent to Chinese wholesalers for breakages.

In European houses small table lamps with circular shades are in use. Wall hanging tin-reflector lamps are also used. All these are coming from Germany to-day. During the war the United States and Japan are said to have handled some of the trade. The Germans, however, long before the war, went into its details, built it and control it still to-day.

*Safes.*—The market seems glutted with safes at the present time. This is a typical instance of where exporters have overjudged its powers of absorption. Safes are only wanted by the Government and by the European and Oriental business houses, a very small percentage of the population.

There is, however, said to be a fair demand for cash boxes. These mostly are German made.

*Steel Trunks.*—As elsewhere in the Middle East, a good trade is done in steel trunks. There are two thicknesses, gauges 24 and 26. The 24-gauge are sold in sets of five, the sizes being 21-inch, 24-inch, 27-inch, 30-inch, and 33-inch. This is the cover measure. The 26-gauge has three assortment of sizes, as follows: (a) set of three, sizes 20-inch, 22-inch, and 26-inch; (b) set of three, sizes 22-inch, 24-inch, and 26-inch; (c) set of four, sizes 22-inch, 24-inch, 26-inch, and 28-inch.

All these trunks are put up in three colours—teak, light oak, and crocodile. They come as a rule from England. They generally have a central lock and two side clasps which are clamped by a bar. The gauge-24 trunks should be packed in a skeleton case of four sets; gauge 26 should be packed in a skeleton case of six sets. Competitive prices in July, 1923 (c.i.f. Java port), were: for gauge 24, sets of five, around \$17 to \$18 (Canadian) per set; gauge 26, set assortments as above, (a) about \$9, (b) about \$10, and (c) \$12.

*Stoves.*—Demand is practically negligible.

*Water Meters.*—There is a good demand for very cheap water meters. Germany seems to be doing the trade.

#### LAWN REQUISITES

*Lawn mowers.*—There is only a fractional demand for lawn mowers. The native gardeners cut lawns with a knife and do not like innovations. The writer, however, succeeded in arousing an interest in Canadian lawn mowers of one of the largest Chinese dealers, who imports two dozen or so a year. Such trade as there is, on account of the price and excellence of Canadian lawn mowers, should be held by Canadian firms. Even in the gardens of great public institutions knife-cutting prevails. The sizes of lawn mowers required are 12-inch, 14-inch and 16-inch with three to four blades and wheel diameters 8-inch and 10-inch. The machines should be packed one to a case, while the handles should be wired separately in half-dozens or dozens according to size of order.

*Garden Rollers.*—There is only a very minute sale for these. Some are water filled and some sand or water filled. A small type has a cylinder width of 22½ inches with a diameter of 18 inches and a weight unfilled of 155 pounds and with water 344 pounds. Heavy hand rollers go up to 3,400 pounds filled with sand or water.

#### PIPES, TUBES AND CASINGS

The bulk of the trade in tubing and casings is in casings for oil wells. These are imported by the oil companies, while tubes and water and gas pipes are imported by technical houses and even by some general importers. Sugar mills

use piping for steam and conveying syrups. Waterworks will always need pipes. Thus there is a good demand for galvanized pipes and tubes; for, although the water installations of Sourabaya and Batavia are said to be completed, many other towns either need or have outgrown their water plants. Contracts are given to local engineering firms who are guided in the purchases by price. Thus price is the only question for the sales of gas and water pipes and tubes. Many importers in this line have expressed high hopes of Canada, and if German competition can be met there is no obvious reason why Canadian manufacturers cannot link up with local engineering houses. This piping is wanted either galvanized or black enamelled, generally up to 3 inches in size and with the standard gas thread. The thread should be on both ends and there should be a socket one end. The tubes should be packed with thread protectors and a wooden socket plug. The great point is to quote c.i.f. Java port, and, as most of the work is contract, to guarantee a fixed date of delivery after receipt of cable order with a right to the importer to cancel if this is not lived up to. In such a guarantee a Canadian house should give itself ample time to deliver and only ship by direct service so as to obviate unexpected delays at points of transshipment. Such a contract should cover it against strikes, lockouts, *force majeure*, etc. One importer stated to the writer that gas tubing "should be galvanized, black-enamelled, Whitworth standard thread. The following normal inside diameter sizes are used:  $\frac{1}{4}$ -inch,  $\frac{3}{8}$ -inch,  $\frac{1}{2}$ -inch,  $\frac{3}{4}$ -inch, 1-inch,  $1\frac{1}{4}$ -inch,  $1\frac{1}{2}$ -inch, 2-inch,  $2\frac{1}{2}$ -inch, and 3-inch."

Particulars of the pipe and tubing used in one medium-sized sugar factory were kindly furnished by the manager:—"Manesmann pipes 1-inch to 5-inch; Manesmann flanges; Manesmann angle pipes; Manesmann T pipes; gas pipes; gas flanges  $\frac{3}{4}$ -inch to 1-inch; gas elbows  $\frac{1}{4}$ -inch to 5-inch; gas angle pipes  $\frac{1}{4}$ -inch to 5-inch; tubes of copper 2,560 mm., outside 60, inside 56 mm.; tubes of copper 1,425 mm., outside 50, inside 46 mm."

While the writer was in Batavia he received the following particulars of a new steel case deep boring: 15-inch, 50 metres;  $12\frac{1}{2}$ -inch, 200 metres; 10-inch, 450 metres;  $8\frac{1}{2}$ -inch, 600 metres;  $6\frac{5}{8}$ -inch, 800 metres;  $5\frac{3}{8}$ -inch, 1,000 metres. The thicknesses of all pipes should always be given, as recently in a Government contract there was some trouble in this regard. Rain pipes are usually made locally to save freight, out of galvanized sheets by Chinese tinsmiths, etc., in large diameters. Only one American culvert seems to be on the market, and great interest was expressed in a Canadian-made culvert if it can compete in price.

As has been stated, the large market is with the oil companies. One company alone purchased in 1922, 7,200 tons of boring tubes 4 inches to 20 inches and 1,150 tons of gas line pipes.

#### PUMPS

Small hand pumps have little call for domestic use, but there is a big demand for semi-rotary pumps, although keen German competition and prices have to be faced. Several importers told the writer that German pumps are cheaper and better than English. The writer saw Canadian pumps in one store, sizes 1-inch,  $1\frac{1}{4}$ -inch,  $1\frac{1}{2}$ -inch, and 2 inches. The owner remarked that they were excellent pumps, but too dear. He also complained that he never obtained prices now from Canada. One, two and three plunger pumps are in fairly continuous demand if price can be met; but at the present moment liquidated stocks must be first got rid of before new orders will be forthcoming.

All kinds of pumps are in use in Java. The big technical houses are stocking Pelton wheels, Cameron pumps, one and two cylinder pumps, centrifugal pumps, diaphragm pumps, steam pumps, horizontal pumps, hydraulic pumps, irrigation pumps, Jaeger pumps, turbine pumps, Niagara pumps, rotary



pumps, Worthington steam pumps, wing pumps, suction pumps, March's feed pumps, etc. There are a large number of small gasoline portable pumps of 1,000 gallon up per hour capacity with 2½-inch to 3-inch pipe, direct action. On sugar estates pumps are said to be used up to 12 inches. Nearly all the world's famous makes are known. For any new type to get in, it must have both cheapness in price and unusual or novel qualities to recommend it in a market that is very well posted.

#### SCALES

The new act in connection with scales (*Staatsblad* 1923, Nos. 57 and 58) will stop the importations of certain types. (A copy of this new act has been forwarded to the Department of Trade and Commerce, Ottawa, for reference purposes.) At present the conditions of the act have only been made applicable to Batavia and Sourabaya, but the extension of the act to other areas at a later date has been arranged for.

Briefly the change concerns itself with the following detail. Wooden platforms with metal bases are required for the weights. Consequently, the type of scale that will be required will be somewhat similar to the hanging platforms of the decimal scales manufactured by firms like Wulfels of Hanover, while the metal rod and sinker of the well known Fairbanks scale will have to be discarded, otherwise the new act would not seem to require many other changes.

#### SHELF HARDWARE

*Bolts and Nuts.*—In early 1922 prices for bolts and rivets started, it is reported, at a basis price of 0.42 gld. and 0.32 gld. per kilo. They dropped in price, particularly in September. The factory, however, at Sourabaya had, it is said, sufficient orders on hand during the greater part of the year.

Lately large liquidation sales of rivets which are being offered at ridiculous prices and German importations have placed a severe tax on the home industry. It may be mere waste of time under present conditions to consider this market as an export field.

*Chains.*—The bulk of the chains imported are said to be Dutch. Technical houses interviewed showed little interest. In sugar factories carrier and link chains are used, also attachment links.

*Wire Nails.*—There is a good and continuous demand for wire nails. One large import house in Batavia told the writer they paid \$4.90 for their last consignment. Another house was desirous of handling wire nails on the consignment basis. They are prepared to pay half cash and the remaining half on sale. Prices to be current market values in Java. This they claim would curb the gambling of the Chinese retailers and please estate agents who do not like the nail purchasing business and also keep a constant supply of wire nails in stock. The most usual wire nail sizes are 1 by 16, 1½ by 15, 1½ by 14, 1¾ by 13, 2 by 12, 2½ by 11, 3 by 10, 3½ by 9, 4 by 8, 4½ by 7, 5 by 6. The most common sizes in sugar factories are 1 inch to 4 inch. The main sizes in general use are 1½ by 14, 1¾ by 13 and 2 by 12. Prices should be as an average c.i.f. Java port price for the above assortment of sizes unless otherwise specified. The unit is 50 or 60 kilo cask in Java, and the heads should be chequered and countersunk.

In 1923 the price of wire nails (assortment 1- to 6-inch) showed an increase. The price per cask of 60 kilos began in January at 13.50 glds. It gradually rose to 16 glds. in October, but closed in December at 14 glds. As American exports increased in this line last year, Canada should look after her share of this trade. A point to remember is that there could be great improvement in the marketing methods for the nail trade, but to obtain this close technical study will be necessary. To induce general importers to buy direct from

Canada instead of on the open market some inducement like the above half-cash consignment basis will have to be offered. The trade is considerable as the following statistics show:—

<i>Wire Nails (in 1,000 barrels)</i>			
	1920	1921	1922
Java and Madura .. . . .	155	143	108
Outer districts.. . . .	72	47	7
<i>Wire Nails in cases (1,000 kg.)</i>			
Java and Madura .. . . .	484	48	47
Outer districts.. . . .	327	177	146

*Nails.*—The imports of nails (in 1,000 kg.) were as follows:—

Java and Madura.. . . .	933	542	507
Outer districts .. . . .	554	333	174

The values of the importations of nails of all types, including wire from the United States in 1,000 guilder units (\$400 roughly Canadian) were in 1919, 2,868; in 1920, 3,624; in 1921, 1,021. (See section "Packing Nails" below.)

*Screws.*—Usual stock sizes for iron flat head screws in inches are  $\frac{1}{4}$  by 2,  $\frac{1}{4}$  by 4,  $\frac{5}{8}$  by 3,  $\frac{1}{2}$  by 4,  $\frac{5}{8}$  by 4,  $\frac{5}{8}$  by 5,  $\frac{5}{8}$  by 6,  $\frac{5}{8}$  by 7,  $\frac{3}{4}$  by 5,  $\frac{3}{4}$  by 6,  $\frac{3}{4}$  by 7,  $\frac{3}{8}$  by 8,  $\frac{3}{4}$  by 9,  $\frac{7}{8}$  by 5,  $\frac{7}{8}$  by 7,  $\frac{7}{8}$  by 8, 1 by 7, 1 by 8, 1 by 9, 1 by 10, 1 by 11, 1 by 12, 1 by 14,  $1\frac{1}{4}$  by 8,  $1\frac{1}{4}$  by 9,  $1\frac{1}{4}$  by 10,  $1\frac{1}{4}$  by 11, etc., up to 5 by 12, 5 by 16, 5 by 20, 5 by 24, 6 by 20, 6 by 24, 8 by 20. Sizes for copper flat-head screws range from  $\frac{1}{4}$  inch by 4,  $\frac{1}{2}$  inch by 2 up to  $2\frac{3}{4}$  inches by 18,  $2\frac{3}{4}$  inches by 20 and 3 inches by 16. Usual sizes of round-head screws of iron range from  $\frac{3}{4}$  inch by 2 up to 3 inches by 14 and 3 inches by 16. For copper round-head screws the range is with more variety, from  $\frac{1}{2}$ -inch by 2 up to 3-inch by 16. Woodscrews both of the flat and round head types are used in sugar factories. Screws are made in Sourabaya. On the writer's visit in August, 1923, prices were low and there were liquidated stocks on hand.

*Shoe Tacks.*—There is a fair demand for tacks among the local Chinese boot and shoe factories. The business at present would seem to be in the hands of the Atlas Company. Canada should have some share in this trade. The tacks should be packed in white cardboard boxes 1 pound net. Samples and c.i.f. prices Java port are absolutely essential in order to obtain a local agent. One importer told the writer he believed he could handle 100 cases a month. The sizes desired and the present price per 100 pounds c.i.f. Java port are as follows:  $\frac{1}{2}$  ounce, 28.15 glds.;  $\frac{3}{4}$  ounce, 19.15 glds.; 1 ounce, 17.50 glds.;  $1\frac{1}{2}$  ounce, 15.40 glds.; 2 ounces, 13.60 glds.

*Turnbuckles.*—Turnbuckles with hook and hook, hook and eye, etc., are in use. Considerable stocks would seem to be still available.

#### VALVES

According to most importers, the market in Java requires cheap valves. Many kinds are competing in connection with mining and plantations, etc. Sizes run up to even 12, 14 and 16 inches.

In attempting to market valves in Java, manufacturers will find that technical importers (as a rule) will often expect stocks to be sent on the consignment basis. Valves do not move off the shelves quickly: the market's absorptive capacity must not be overjudged. It is essential to have stocks on the spot, but the importer in a line like this argues that as the manufacturer has usually few lines, while the technical dealer handles a great variety of material, the former can the better afford to lay out capital if he wants to introduce his new make. There is a reluctance to place orders for stocks of



unknown makes of valves which the aggressive manufacturer at the beginning of his career can only, it would seem, overcome by carefully selecting a thoroughly reliable house and entrusting to it a small consignment stock.

**Packing Nails.**—Exporters interested in the nail trade should remember that the packages of this commodity vary with the different trade areas of the Netherlands East Indies. For the East Coast of Sumatra, nails should be packed in paper bags of 0.680 kg. and 0.91 kg. and then these are packed in kegs of 17 and 22½ kg. approximately net package contents. For Batavia, as stated in the section on nails, the nails must be packed in kegs of 59 kg.; for Sourabaya they must be packed in kegs of 60 kg.; while for Padang in Sumatra, the keg is usually one of 34 kg. The Macassar market in the Celebes Islands likes nails in kegs of 59 kg. net. Sometimes nails are imported in cases. Exporters should be careful to ascertain what packing is desired.

## RAILWAY SITUATION IN MEXICO

Information has been received from the Mexican Consul General in Toronto to the effect that he has been advised by the General Agent of the National Railways of Mexico in Chicago as follows:—

"We are authorized by Mr. E. Ocaranza Illano, our Director General, and Mr. L. Valdes, General Freight Agent, to announce that freight and passenger service over our lines from all border crossings, also from port of Tampico, are entirely normal.

"We are ready to handle foreign freight through Brownsville, Laredo, Eagle Pass or El Paso, Texas, and the port of Tampico for all stations on our system, except those south of Oriental and south of Cuautla (Puebla Division), and stations on the Oaxaca Division, south of Puebla.

"Trains are moving locally between San Geronimo and Suchiate (Pan-American Division), as well as between Salina Cruz and Puerto Mexico (Tehuantepec Division), but there is no through service between Mexico City and these points on account of interruption of service to Vera Cruz.

"While all traffic has been restored on the Guadalajara Division as far as Penjamo, service to Guadalajara proper is still interrupted, but we are expecting momentarily to be advised that conditions in this section have also been restored to normalcy.

"We have the usual surplus of empty freight cars at the port of Tampico, ensuring prompt despatch for all traffic moving via that port. The interchange of foreign cars at Brownsville, Laredo, Eagle Pass and El Paso, Texas, is normal. The necessary motive power to meet all requirements is also available.

"For these reasons shippers can feel confident that their shipments to all points in the Republic of Mexico, with the exceptions outlined above, when routed in care of the National Railways of Mexico and Operated Lines (Government Administration), via Brownsville, Laredo, Eagle Pass or El Paso, Texas, or via the port of Tampico, will be handled expeditiously and arrive at ultimate destination safely."

## COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico, January 2, 1924.—During December the commercial outlook in Mexico reflected the disturbed political conditions in the country, which were accentuated by revolts in several of the States. The situation, while disquieting, has not assumed the proportions of a general rising, and its principal effect upon business is due to doubts as to conditions in the immediate future.

Collections at the present time are difficult, and loans are only made in selected cases and on the best security. Investors of foreign capital are deferring action, and no new engagements are being entered into until the situation is clarified. But beyond the increased anxiety caused by the uprisings referred to, conditions in the capital remain unchanged. There are no signs of military activity, and no disorders have taken place among the populace; the general opinion appears to be that the uprisings are of a purely military character, in which the general public do not wish to become involved.

In the midst of these disturbing elements, a more favourable aspect is given to the political situation by an official announcement of the International Committee of Bankers on Mexico, in regard to the plan for the adjustment of the foreign debt. (This plan was briefly referred to in *Commercial Intelligence Journal* No. 1006 dated May 12, 1923, page 760). It is now announced that the amount of funds made available to the committee by the Mexican Government is in excess of \$13,500,000 U.S. currency, and that the balance of the amount required will be divided immediately. The funds at present on deposit being in excess of the first year's interest requirements, the agreement has been declared operative.

The Government have also announced the issue of a series of new bonds entitled "3 per cent gold bonds, due 2nd January, 1943," in order to cover the differences between the sums payable in cash on account of interest and the total amount of same during the period of five years from the 2nd of January, 1923. This is in accordance with the terms of the Lamont-de la Huerta agreement, and Mexico therefore resumes the payment of interest on the foreign debt, which has been in default since 1914.

## IMPORT REQUIREMENTS OF THE DOMINICAN REPUBLIC

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series were published as follows: *Introductory* (Nos. 1036, 1037); *Foodstuffs* (No. 1038); *Soap and Hardware* (1039); *Building Materials* (No. 1040); *Hardware and Electrical Equipment* (No. 1041); and *Textiles* (No. 1042).]

### Specialty Trades

	AUTOMOTIVES		
	1920	1921	1922
(a) Automobiles . . . . .	\$438,153	\$107,831	\$106,343
(b) Trucks . . . . .	151,494	42,290	23,604

The opening of the splendid trunk roads has stimulated the sale of motor vehicles of all kinds in the Dominican Republic, and this business might almost be described as at the "boom" stage at present. The trade is barely four years old, and there are about 2,000 cars in the Republic at present. Of this number about 300 were imported last year. During the same year, the import of trucks doubled. Local dealers believe that the Dominican Republic will require a thousand cars per year for at least five years more. This latter estimate is probably exaggerated, but there is no doubt that extensive sales are to be anticipated.

The sale of trucks will probably be even greater, as the very high freight rate on the National and Scotch railways, and the presence of almost perfect roads, are stimulating motor transport greatly. (As an illustration of such freight rates, it costs \$12 per ton for general freight from Puerto Plata to Santiago de los Caballeros, a distance of under thirty-five miles.) In addition, given even passable roads, the majority of the widely scattered exports will find their way to the coast by motor transport.



About 60 per cent of the cars at present in the Dominican Republic are Fords. The Ford is followed by the Buick and the Chevrolet, with lesser numbers of other cars. Of heavier cars, the Hudson is the only important representative.

In motor trucks, the "G.M.C." and the "Federal" trucks sell best. As a protection to the surfacing of the roads, the Government has placed a limit of three and a-half tons for trucks. It is probable that this limit will be lowered to two tons in the future, as the native drivers overload their trucks sufficiently to put the gross weight far above the present maximum, and it is realized that the splendid surfacing of the new trunk roads to the interior is one of the Republic's greatest assets.

*Tires.*—"Goodyear" tires are in a preferred position in the Dominican Republic, due to the fact that the pioneer garage handles the agency. The Ajax, Firestone, and Goodrich companies are also represented, and with the development of automobile selling, they will probably obtain a larger share of the market than at present. The British Dunlop Company are likewise entering the field. It will be difficult for some time, however, to obtain competent distributors for tires, and probably the only way to introduce a Canadian tire successfully would be for a representative to visit the republic and make his own arrangements. It will not be long before the large general merchants will become interested in carrying small stocks of tires. On some sub-agency basis a number of valuable connections might be formed throughout the entire republic, as in Jamaica, a similarly situated country, the merchant trade is becoming of increasing importance in tire distribution.

*Automobile Accessories.*—There is a relatively good sale for automobile accessories. One large establishment in San Domingo City handles specialties solely, and many other garages and hardware shops stock them extensively. With the opening up of the trunk roads, service stations are being established throughout the republic; therefore it should be comparatively easy to stock these new service stations with some of the many adjuncts to motor vehicles.

FURNITURE

	1913	1920	1921	1922
Furniture .. . . .	\$392,398	\$1,016,198	\$494,274	\$243,698

The furniture imports of the Dominican Republic testify to the superior social condition of that state. Whereas in many Caribbean countries the small peasant eschews furniture almost entirely, yet even the meanest Dominican dwellings are fitted with a few standard articles.

*Native Chairs.*—Firstly, there are native chairs, which are very rough and stiff-looking conveniences; these are made of unpolished hardwood and strung with white palm cord. Occasionally these chairs are stained a vivid green, but usually they are finished and sold in their natural colours. The palm cord has sufficient elasticity to make them fairly comfortable, and large quantities are brought from the rural districts for sale in the towns. In the towns, however, they are more expensive than ordinary bentwood chairs, and it is probable that they will be eventually replaced by the imported article.

*Rocking Chairs.*—Supplementing these native chairs are two ubiquitous imported articles in rocking chairs and iron beds. A rocking chair apparently makes a home in the Dominican Republic, and few of the lower- and middle-class homes appear without them. They are generally of cheap manufacture, with cane-woven back and seat. They come knocked down from American sources, and are assembled at the various inland towns. These chairs are only moderately cheap for their quality; at present, importers are paying \$40 per dozen f.o.b. New Orleans. These chairs retail at from \$5 to \$6 each.

*Bedsteads.*—The third furniture staple is an extremely large trade in white beds. It is rather astonishing to see a fair-quality iron bed in a thatched or wattled hut, but apparently the Dominicans have not learnt to sleep on the ground. These beds are stocked by the large dealers in a wide range of sizes and styles, in which one American company does a large business. The same company supplies mattresses and pillows, for which a moderate demand exists. The beds are carefully wrapped and crated for export, and yet sell at a fairly moderate price.

Apparently other Spanish countries have the same predilection for white iron beds as the Dominican Republic, as both German and English beds, developments of this American bed, are arriving in the Caribbean. These European and British beds are remarkable for their florid head-pieces, which are set with circles of lustrous composition material designed to imitate mother-of-pearl. This is very popular, and apparently adds nothing to the cost of the beds.

In addition to these staple demands, there is a more specialized furniture business of moderate importance. Several New York and New Orleans furniture houses (wholesalers) have given excellent attention to the market, and considerable quantities of their cheaper lines are stocked in all centres of the republic. They do not appoint agents, but handle the entire business by mail. In the past these houses have stuck to the large dealers, but some of them are now going into the instalment plan trade; this is discouraging some of the hardware dealers from handling any furniture at all. This mail order business is not only for individual pieces such as chairs, tables, etc., but also for bedroom, verandah and dining-room suites. Of these latter goods, bedroom furniture is supplied largely in white enamel, verandah furniture in natural colours, and other goods in oak finishes.

Canadian manufacturers endeavouring to compete in this field should be assured of cheap lines, and then should select a few of the best individual accounts in Santo Domingo, perhaps not more than one in each centre, selling outright to them. Mail order business or agents are doubtful policy.

*Chairs.*—There is a good demand for ordinary bentwood chairs, which is at present supplied by one New Orleans house. These are the ordinary cane-seated and cane-backed type, with legs cross-braced. Neither their finish nor their type is particularly attractive. They sell at about \$28 per dozen f.o.b. New Orleans at present.

Supplementing bentwood chairs, there is a moderate demand for slat folding chairs; these are supplied by the Simmonds Company at \$22 f.o.b. New York. For the better-class demand, specialties are imported, generally on individual orders.

*Verandah Furniture.*—In the towns and cities there is a fair market for rattan furniture, particularly cheap verandah suites, which are used not only on the verandahs but also in the "patios" of the Spanish houses. This furniture also comes from New Orleans, both in natural and painted colours, and enjoys quite a good sale because of its moderate price. The prices on these lines are remarkably good when the freight space occupied by this type of furniture is considered.

*Refrigerators.*—There is a considerable demand for the smaller sizes of wooden refrigerators. Steel refrigerators are too high in price, and can only be placed slowly. A new and very popular refrigerator supplied by a Massachusetts firm is built of fibre and set off with all the nickel fittings so satisfying to Spaniards. This refrigerator contains the two customary departments, and is lined with galvanized iron covered with aluminium paint. The exterior fibre was enamelled in white, and the entire refrigerator gave one the impression of being excellent ornamentally, but not very enduring. The purchase price of these refrigerators was \$30 f.o.b. American port.



For tropical use, all refrigerators must have foot pans in which the legs rest immersed in liquid, to keep insects from the refrigerator. It might be a valuable sales factor for Canadian exporters of refrigerators to include these small leg pans (which are extremely cheap) with each refrigerator. To the best of the writer's knowledge, no supplier is doing this in the West Indies at present.

*Office Furniture.*—There is a small but growing market for steel furniture in the offices of this republic, which lacks the craftsmen to turn out cheap and valuable imitations of American office furniture. Desks and filing cabinets are of course the principal lines, and while the present volume of business is small, American influences are expediting the sales; in time a fair market for these lines will be developed. An agency might profitably be placed with one of the two large Dominican stationery houses.

#### MUSICAL INSTRUMENTS

The Spaniard is not enthusiastic about Anglo-Saxon types of musical instruments, but generally he will prefer to obtain such articles from Continental sources. This holds good in the Dominican Republic. No organs are imported, and comparatively few pianos; of this latter instrument present imports are almost entirely from France, Spain, and Germany. The demand is strictly high-class, and runs to grand types rather than uprights.

*Phonographs.*—Phonographs have a somewhat better sale. A number of the leading companies are represented, and they do moderately well. A medium-priced machine is supplied. The representative of the Columbia Phonograph Company stocks machines at \$30, \$65, and \$85, in table types, dark mahogany finishes. This represents the average demand. The same agents who represent phonographs usually stock records, and in this connection it should be noted that the recently adopted custom of American companies of putting the alleged titles upon their records in Spanish is acting as a very considerable stimulus to the sale of phonographs. Almost all Spanish people are partial to what might be termed "American music," but the flippancy of its text often offends them; however, when they find "My Sweetie Went Away" translated to "Amor Fugon" ("Love Flees"), for their special benefit, the purchase of "American music" under such nomenclature seems to be just and proper.

#### TENTH UTRECHT ANNUAL INDUSTRIAL FAIR

Mr. Frederick H. Palmer, Canadian Trade Commissioner, Rotterdam, writes under date December 20, 1923, that the next (tenth) Dutch Annual Industrial Fair will be held at Utrecht from March 11 to 20, 1924, inclusive. This fair, which is now international in its scope, is held in two sections, one exhibition in March and another in September of each year. The seasonal advantages of such an arrangement are obvious.

At the spring fair of 1923, 704 firms exhibited and of these 279 were foreign. In September a larger number of firms (755) were present in Utrecht, but the foreign participation had fallen off to 221. Of the firms exhibiting in September, 71 were included in the Foodstuffs and Luxuries Group; 173 in Machinery; 138 in Clothing and Textiles; 64 in Wood, Cork, and Wicker Work; 65 in Domestic, Toilet, and Sporting Goods; 41 in Paper and Stationery; and 45 in Chemicals, Drugs, and Oils.

Booklets descriptive of the fair are on file at the Department of Trade and Commerce, Ottawa, copies of which can be secured on application by interested Canadian firms (quote file No. 26429).

## PRAGUE INTERNATIONAL SAMPLES FAIR

The Acting Consul General for the Republic of Czecho-Slovakia writes under date January 14, 1924, that the Prague International Fair which was held last autumn was a great success, and for the forthcoming fair which is to be held from March 16, 1924, he suggests that a Canadian exhibit would be welcome and of great help in establishing direct business relations with the Republic in raw furs, grain, flour, nickel, copper, asbestos, and other lines.

Interested firms are requested to communicate direct with the Prague Samples Fair, Prague 1, radnice, or with Mr. F. J. Masin, 40 Drummond street, Montreal, who is the official representative of the Prague Samples Fair.

A pamphlet descriptive of the fair is on file at the Department of Trade and Commerce, Ottawa, and may be consulted by Canadian firms interested, on quoting file No. 26864.

## BRUSSELS AUTOMOBILE EXHIBITION

Mr. H. Jones, office of the Canadian Trade Commissioner in Brussels, writes under date of December 31, 1923, that the Annual Brussels Automobile Exhibition, which has been fairly successful, has just closed its doors. Definite results however are not anticipated until the early part of the New Year, as the fact that an automobile necessitates an expenditure of from 20,000 to 80,000 francs, is not conducive to important transactions. The prices of all American and European cars have increased considerably and it is expected that, in view of the constantly rising exchange, further increases will take place during the next six months. Over thirty cars of Canadian manufacture were sold at the exhibition.

## WIDTH OF MOTOR TIRE REGULATIONS IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, December 4, 1923.—The result of inquiries recently made by this office as to what regulations were in force in this country affecting the width of tires of motor cars and trucks is submitted for the general information of interested Canadian manufacturers.

### State of Victoria

By regulations framed in 1918 under an act to consolidate the law regulating the use of motor cars, passed in the State of Victoria in 1915, the tire of each wheel of a motor car shall be of the width following:—

(a) If the weight of a car unladen exceeds fifteen hundredweight [cwt. = 112 pounds], but does not exceed one ton [of 2,240 pounds], not less than two and a half inches.

(b) If such weight exceeds one ton, but does not exceed two tons, not less than three inches.

(c) If such weight exceeds two tons, but does not exceed three tons, not less than four inches.

Provided that where a pneumatic tire, or other tire of a soft and elastic material is used, the conditions hereinbefore set forth with respect to tires shall not apply.

The above regulations apply to motor cars throughout the whole state, but in order to prevent damage to the road under their jurisdiction, and for the upkeep of which they are responsible, the councils of the city of Melbourne and other Victorian cities have framed by-laws dealing with the tires of heavy motor trucks.

The by-laws of the city of Melbourne are gradually being adopted by other cities and municipalities and may be looked upon as representative of those



generally in force in Australia, or likely to be in the near future. They were passed in October, 1922, and are as follows:—

(1) The tire of each wheel of a heavy motor vehicle shall be smooth and shall where the tire touches the surface of the road or other base whereon the heavy motor vehicle moves or rests be flat, provided, however,—

(a) That the edges of the tires may be bevelled or rounded to the extent in the case of each edge of not more than half an inch; or

(b) That if the tire is constructed of separate plates the plates may be separated by parallel spaces which shall be disposed throughout the outer surface of the tire so that nowhere shall the aggregate extent of the space or spaces in the course of a straight line drawn horizontally across the circumference of the wheel exceed one-eighth part of the width of the tire.

(2) The width of the tire of each wheel of a heavy motor vehicle shall be determined by such of the following conditions as may apply to the circumstances of the case, that is to say:—

(a) The width shall in every case be not less than six inches;

(b) The width shall not be less than that number of half inches which is equal to the number of units of axle weight of the axle to which the wheel is attached.

(3) The unit of axle weight shall vary according to the diameter of the wheel and the rules set forth in the subjoined scale, that is to say:—

(a) If the wheel is three feet in diameter the unit of registered axle weight shall be seven and a half hundredweights;

(b) If the wheel exceeds three feet in diameter the unit of axle weight shall be seven and a half hundredweights with an addition of weight in the proportion of one hundredweight for every twelve inches by which the diameter is increased beyond three feet and in the same proportion for any increase greater or less than twelve inches; and

(c) If the wheel is less than three feet in diameter the unit of axle weight shall be seven and a half hundredweights with a deduction of weight in the proportion of one hundredweight for every six inches by which the diameter is reduced below three feet, and in the same proportion for a reduction which is greater or less than six inches.

This section shall not apply to any tire which is pneumatic or which is made of a soft or elastic material.

As there was some doubt as to the applicability of the foregoing by-laws to hard rubber tires, the City Engineer was interviewed and stated that such tires or any tires of a material which had been solidified would come within the operation of the by-laws.

The following definitions of terms used in the by-laws are given:—

"Heavy motor vehicle" means a self-propelled vehicle weighing over two tons and five hundredweights and under five tons unladen and not used for the purpose of drawing more than one trailer (such trailer and its locomotive together not exceeding six and a half tons in weight unladen), but does not include a tram or other car running on fixed rails or a traction engine as defined by the Local Government Act, 1915.

"Axle weight" means in relation to the axle of a heavy motor vehicle or of a trailer the aggregate weight transmitted to the surface of the road or other base whereon the heavy motor vehicle or trailer moves or rests by the several wheels attached to that axle when the heavy motor vehicle or trailer is loaded.

"Width" means in relation to the tire of a wheel the distance measured horizontally and in a straight line across the circumference of the wheel and between the two points in the outer surface of the tire which are farthest apart.

"Diameter" means in relation to a wheel the distance measured between the two opposite points in the outer surface of the tire which are farthest apart.

### LATVIAN FLAX TONNAGE AVAILABLE FOR MARKET

Sales of the available tonnage of flax for 1923, up to November 20, reached 4,000 tons, according to advices from the Latvian Minister of Finance, published in the *United States Commerce Reports*. The total Latvian production of flax in 1923 is estimated at 25,000 tons, while old stocks amount to about 5,000 tons, and purchases from Russia to 5,000 tons, making a total of 31,000 tons to be placed on the market. At the present time offers are principally from Belgium and France.

## NEW PRODUCE TAX ORDINANCE IN TRINIDAD

Mr. E. H. S. Flood, Canadian Trade Commissioner in Barbados, writes under date January 5, 1924, that in order to increase the revenue of the colony, Trinidad has passed a new Produce Ordinance (No. 25 of 1923), dated December 14, 1923, for the imposition of taxes on all produce exported for the year 1924. The moneys to be received under the Ordinance are to be disbursed under three heads, viz: general revenue; in aid of immigration; and the West Indian Agricultural College. The tax on sugar is 2s. 8d. under the general revenue, 1s. 3d. under immigration, and 10d. under the Agricultural College, per 1,000 pounds; on copra, 2s. 8d., 3s., and 1s. respectively, per 1,000 pounds; on bitters, £1, 10s., and 5s.—under the first two heads only—per 100 gallons. The taxes on other articles exported are only nominal.

## GRENADA CUSTOMS TARIFF INCREASES

Mr. E. H. S. Flood, Canadian Trade Commissioner in Barbados, has forwarded a copy of a Resolution passed by the Legislative Council on December 21, 1923, increasing the duties in Grenada on certain articles, including an increase in the ad valorem rates from 12½ per cent preferential and 18¾ per cent general to 15 per cent preferential and 22½ per cent general, respectively. The Resolution was to be confirmed by an Ordinance at an early date. It is stated that the duties on flour have been raised from 4 shillings per 196 pounds, preferential tariff, and 6 shillings general tariff, to 6 shillings and 9 shillings respectively.

## STEAMSHIP SERVICE BETWEEN HALIFAX, CARIBBEAN AND SOUTH AMERICAN PORTS

Messrs. I. H. Mathers and Son, Steamship Agents, Halifax, write that, as has already been noted in the *Commercial Intelligence Journal*, the Linea Hispano-Americana de Vapores are establishing a line to operate out of Halifax for West Indian and South American ports. The continuance of this line will be subject to the amount of freight procurable, and for the convenience of exporters, the first sailing, that by the *Maria Penango*, has been postponed from January 30 to February 10. The steamers of this line have a capacity of about three thousand tons, dead weight. The steamship *Maria Pinango* is 2,645 gross tons, 1,642 net tons, and is equipped with electric lights, wireless and submarine signals. The steamship *Pinango Lara* is 2,615 gross tons, 1,933 tons net, and has submarine signals and wireless. It is the intention of this line to operate on a monthly basis, to Havana, La Guayra, Port of Spain, Monte Video and Buenos Ayres but for the convenience of exporters the steamers will call at Curacao, Rio de Janeiro, and Rosario if sufficient freight offers.

## EXPORTS OF FLAX FROM RUSSIA

Flax exported from Russia during the 1922-23 season amounted to 2,500,000 poods (pood = 36.11 pounds) against 1,800,000 poods in 1921-22, according to press reports. The price of Russian flax on the world's markets dropped from £102 per ton on October 1, 1922, to £85 on October 1, 1923.



## CONSULAR REPRESENTATIVES IN CANADA OF LATIN AMERICAN COUNTRIES

Country	Place	Name	Designation
Argentine Republic	Halifax, N.S.	Jones, N. N.	Vice-Consul
	Ottawa, Ont.	Bollini, A. T.	Consul General
	Montreal, Que.	Gordon, J. A.	Vice-Consul
	St. John, N.B.	McLean, H. H.	Vice-Consul
	Toronto, Ont.	Fetherstonhaugh, F. B.	Vice-Consul
	Vancouver, B.C.	Downie, D.	Vice-Consul
	Victoria, B.C.	Branson, C. L. H.	Vice-Consul
	Victoria, B.C.	Branson, C. L. H.	Hon. Consul
Bolivia	Victoria, B.C.	Branson, C. L. H.	Hon. Consul
Brazil	Gaspe, Que.	Le Gros, P. E.	Consular Agent
	Gaspe, Que.	LeBoutillier, C. S.	Vice-Consul
	Halifax, N.S.	Braga, A. R.	Consul
	Halifax, N.S.	Moretzhon, D.	Vice-Consul
	Montreal, Que.	Mills, F. W.	Vice-Consul
	Montreal, Que.	Lapierre, Lorenzo	Consular Agent
	Paspebiac, Que.	Bouillon, E. A. A.	Vice-Consul
	Quebec, Que.	Levasseur, T.	Vice-Consul
	Quebec, Que.	Morissette, J. B.	Consular Agent
	St. John, N.B.	Roderick, F. L.	Vice-Consul
	Toronto, Ont.	Kerman, W. S.	Vice-Consul
	Toronto, Ont.	Mason, T. J.	Consular Agent
	Vancouver, B.C.	Emanuels, S. J.	Vice-Consul
	Vancouver, B.C.	Prescott, J. W.	Consular Agent
Chile	Amherst, N.S.	Cumberford, S.	Consul
	Brantford, Ont.	Waterous, C. A.	Consul
	Quebec, Que.	Frechette, O.	Consul
	Toronto, Ont.	Guerrero, A. G.	Hon. Consul
	Vancouver, B.C.	Morris, M. P.	Consul General
Colombia	Quebec, Que.	Frechette, O.	Consul General
	Montreal, Que.	Ponce, Jorge A. Gonzalez	Consul
	Montreal, Que.	Sanguesa, F. H.	Vice-Consul
Costa Rica	Montreal, Que.	Sanguesa, F. H.	Vice-Consul
Cuba	Annapolis, N.S.	Whitman, F. C.	Consul
	Bridgewater, N.S.	Owen, W. H.	Consul
	Halifax, N.S.	Bonachea y Sarduy, R. L.	Consul General
	Montreal, Que.	Bravoy Puig Leonardo	Consul
	St. John, N.B.	Ponce y Martinez, J. R.	Consul
	Toronto, Ont.	Barranco y Fernandez, C. A.	Consul
	Weymouth, N.S.	Campbell, G. D.	Consul
	Yarmouth, N.S.	Eakins, A. W.	Consul
	Vancouver, B.C.	MacQuillan, J.	Consul General
	Montreal, Que.	Cresse, L. G. A., K.C.	Hon. Consul
Guatemala	Quebec, Que.	Cresse, L. G. A., K.C.	Hon. Consul
	St. John, N.B.	Hatheway, W. F.	Consul
	Toronto, Ont.	Morang, G. N.	Consul
	Vancouver, B.C.	Taylor, T. M.	Consul
Hayti	Winnipeg, Man.	Bell, C. N.	Consul
	Quebec, Que.	Rouillard, L.	Consul
Honduras	Toronto, Ont.	Defries, R. L.	Consul
Mexico	Toronto, Ont.	Mitchell, W. A.	Vice-Consul
	Winnipeg, Man.	Heubach, Claude	Vice-Consul
Nicaragua	Montreal, Que.	Viau, Paul	Consul
	Quebec, Que.	Dery, A.	Consul
Panama	Halifax, N.S.	Black, W. A.	Consul
	Montreal, Que.	Tetrault, N.	Consul
	Toronto, Ont.	Thompson, J. Enoch	Consul
	Vancouver, B.C.	Morris, M. P.	Consul
Paraguay	Montreal, Que.	Miles, Henry	Consul
	Quebec, Que.	Tanguay, E. G.	Vice-Consul
	Toronto, Ont.	Yeigh, F.	Vice-Consul
Peru	Montreal, Que.	Sanguesa, F. H.	Hon. Consul
	Vancouver, B.C.	White, H. G.	Hon. Consul
Uruguay	Halifax, N.S.	Neville, J.	Vice-Consul
	St. John, N.B.	Inches, C. F.	Vice-Consul
Venezuela	Sydney, N.S.	MacDonald, M. W.	Hon. Vice-Consul
	Montreal, Que.	Hernandez, B.	Consul
	Toronto, Ont.	Barranco, C. A.	Consul

## OCEAN MAIL SERVICES

<i>With mails for</i>	<i>Steamer</i>	<i>Sailing from</i>	<i>Date</i>
Great Britain and Countries via Great Britain.			
" " " " " "	† <i>Paris</i> .. . . .	New York .. . . .	Feb. 6
" " " " " "	<i>Montcalm</i> .. . . .	St. John .. . . .	Feb. 8
" " " " " "	† <i>New Amsterdam</i> .. . . .	New York .. . . .	Feb. 9
" " " " " "	† <i>Melita</i> .. . . .	St. John .. . . .	Feb. 14
" " " " " "	— <i>Montrose</i> .. . . .	St. John .. . . .	Feb. 15
" " " " " "	† <i>Berengaria</i> .. . . .	New York .. . . .	Feb. 16
Union of South Africa .. . . .	* <i>Barracoo</i> .. . . .	St. John .. . . .	Feb. 15
Germany .. . . .	* <i>Brecon</i> .. . . .	St. John .. . . .	Feb. 9
Bermuda, Leeward Islands, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, British Guiana, Venezuela.	<i>Chaudiere</i> .. . . .	Halifax.. . . .	Feb. 15
St. Kitts, Antigua, Barbados, Trinidad, British Guiana .. . . .	* <i>Canadian Runner</i> .. . . .	Halifax .. . . .	Feb. 8
Bermuda, Bahamas, Jamaica, Colombia, British Honduras .. . . .	* <i>Canadian Forester</i> .. . . .	Halifax.. . . .	Feb. 21
Bermuda, Barbados, Trinidad, British Guiana .. . . .	* <i>Borden</i> .. . . .	St. John .. . . .	Feb. 5
Jamaica and Colombia .. . . .	* <i>Caledonia</i> .. . . .	Halifax.. . . .	Feb. 13
China and Japan .. . . .	<i>Empress of Asia</i> .. . . .	Vancouver .. . . .	Feb. 7
" " " " " "	<i>President Madison</i> .. . . .	Victoria .. . . .	Feb. 14
Australia only .. . . .	<i>Ventura</i> .. . . .	San Francisco .. . . .	Feb. 5
Australia and New Zealand .. . . .	<i>Niagara</i> .. . . .	Vancouver .. . . .	Feb. 8

† Letter mail only. \* Parcel Post and specially addressed correspondence only.

— Papers, parcel post and specially addressed correspondence only.

: The *Melita* will also be used for direct mail for the continent including direct Parcel Post to France and Belgium.

## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JANUARY 21, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 21, 1924. Those for the week ending January 14, 1924, are also given for the sake of comparison.

	Parity	Week ending Jan. 14, 1924.	Week ending Jan. 21, 1924.
Britain .. . . .	£ 1.00	\$4.86	\$4.3550
France .. . . .	Fr. 1.	.193	.0449
Italy .. . . .	Lire. 1.	.193	.0451
Holland .. . . .	Florin. 1.	.402	.3801
Belgium .. . . .	Fr. 1.	.193	.0413
Spain .. . . .	Pes. 1.	.193	.1316
Portugal .. . . .	Esc. 1.	1.08	.0386
Switzerland .. . . .	Fr. 1.	.193	.1778
Germany .. . . .	Mk. 1.	.238	....
Greece .. . . .	Dr. 1.	.193	.0218
Norway .. . . .	Kr. 1.	.263	.1461
Sweden .. . . .	Kr. 1.	.263	.2697
Denmark .. . . .	Kr. 1.	.263	.1782
Japan .. . . .	Yen 1.	.498	.4567
India .. . . .	R. 1.	2s.	.3178
United States .. . . .	\$ 1.	\$1.00	1.0293
Mexico .. . . .	\$ 1.	.498	.4876
Argentina .. . . .	Pes. 1.	.424	.3397
Brazil .. . . .	Mil. 1.	.324	.1145
Roumania .. . . .	Lei. 1.	.198	....
Jamaica .. . . .	£ 1.	4.86	4.4005
British Guiana .. . . .	\$ 1.	1.	
Barbados .. . . .	\$ 1.	1.	
Trinidad .. . . .	\$ 1.	1.	
Dominica .. . . .	\$ 1.	1.	
Grenada .. . . .	\$ 1.	1.	.8968—, 9264
St. Kitts .. . . .	\$ 1.	1.	
St. Lucia .. . . .	\$ 1.	1.	
St. Vincent .. . . .	\$ 1.	1.	.8866—, 9160
Tobago .. . . .	\$ 1.	1.	
Shanghai, China .. . . .	Tael 1.	.708	.7282
Batavia, Java .. . . .	Guilder 1.	.402	.3757
Singapore, Straits Settlements .. \$ 1.		.567	.5352
			.5330



## TENDERS INVITED

### Jamaica to Build Large Dam

F. L. CASSERLY, TRADE COMMISSIONER'S OFFICE

Kingston, Jamaica, January 4, 1924.—The Kingston and St. Andrew Corporation has advertised for tenders on the construction of a dam across the Hermitage River at a point about 1,400 feet above sea-level some miles to the north of this city. The storage capacity of the dam is estimated at 500 million gallons, and the extra water supply to be provided, at 5 million gallons per day. The dam will cost something in the neighbourhood of £90,000, and will be followed in due course by other works of improvement, including the extension of the sewerage system and the installation of a hydro-electric plant, which have already been sanctioned. The total cost of these works will be £428,000.

The length of the dam at the crest will be 670 feet, its maximum height 130 feet, and its width at the top 20 feet. The down-stream surface will be almost vertical, but the other surface will have an easy grade, and will be rendered with cement mortar. The dam will be furnished with a valve tower, with openings at various levels, and the necessary machinery for controlling the flow of water. The construction called for is cyclopean masonry on a bed of concrete one foot thick, the bed to be set on solid rock. Cyclopean masonry consists of large boulders (which will be obtained from adjacent districts) bound together by Portland cement concrete, and rendered with cement mortar. The dam will have to be perfectly water-tight.

The work is to be completed in eighteen months; a penalty of £100 for each week beyond that period is provided, the contractor guaranteeing and maintaining the work for a further twelve months. With the exception of cement, which will be supplied by the Corporation at a fixed rate of 15s. per barrel on wharf or at depot in Kingston, all materials are to be furnished by the contractor, who will also be required to provide transport. However, such materials will become the property of the Corporation as soon as laid down on site. Light explosives, approved by the authorities, are to be used in excavation, and the entire work will be supervised by the City Engineer. Competent engineers, among them a Canadian of high repute, have made tests of the earth and rocks in the district, and have reported in favour of the enterprise; nevertheless the corporation will accept no responsibility in event of the contractor meeting conditions different from the engineers' verdict. The successful contractor will be required to give bond for £20,000 in two sureties, and to supply measuring rods, testing apparatus and also an adequate staff. He will not be allowed to sublet the whole or any portion of the work without the corporation's permission. Plans and specifications containing full details have been forwarded to the Jamaica Government's Agents in Canada, Messrs. Hill & Co., Ltd., 43 Scott street, Toronto.

The following are the quantities provided for:—

- 17,987 cubic yards excavations in earth.
- 9,858 cubic yards excavations in rock.
- 1,238 cubic yards back-filling.
- 77,501 cubic yards cyclopean masonry in dam.
- 2,482 cubic yards cyclopean masonry in valve tower.
- 22 cubic yards reinforced concrete piers in gangway.
- 143 super. yards reinforced concrete in gangway (slab 6-inch thick).
- 5,593 super. yards rendering up-stream face of dam with cement mortar.
- 320 lineal feet hand-rail 4 feet high.
- 2,287 pounds reinforcing steel for gangway.
- 120 tons ironwork (heaviest piece 2 tons), to be carted from wharf and fixed in valve power.

### St. Kitts-Nevis

Mr. E. H. S. Flood, Canadian Trade Commissioner in Barbados, writes that he is in receipt of a communication from the Administrator of St. Kitts-Nevis stating that tenders are being invited for the lighting of the city of Basseterre and its vicinity by electric light and also for the provision of cold storage and the supply of ice with the request that the matter shall be brought to the attention of interested firms. All information with regard to these tenders may be obtained on application to the Superintendent of Public Works, Basseterre, St. Kitts, British West Indies.

### TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

124. SUGAR; CONDENSED MILK.—A firm in Tunis are willing to represent Canadian exporters of food products such as sugar and condensed milk.

125. FISH; TEA; SUGAR.—A firm in Tunis are anxious to communicate with Canadian exporters of food products, including tinned salmon, pickled salmon, tea, and sugar.

126. FISH.—A Tunisian firm would like to import direct food products, including tinned salmon and pickled salmon.

127. A firm in Tunis are willing to communicate with Canadian exporters of food products.

128. HARD GUMS.—A London company of confectionery distributors invite offers from Canadian manufacturers of A.B. hard gums. These are required in barrels containing about 300 pounds net, and if prices and quality are satisfactory, up to 30 tons monthly could be taken. Samples and further information have been supplied to the Department of Trade and Commerce, Ottawa.

### Miscellaneous

129. AMBER MICA; GRAPHITE; DRY COLOURS, AND HEAVY CHEMICALS.—A London firm are desirous of getting into touch with actual producers of Canadian amber mica, which is required for direct shipment to France. They are also interested in graphite, dry colours, and heavy chemicals.

130. ACETIC ACID.—An important London firm of chemical importers seek supplies of Canadian acetic acid, and invite offers from actual manufacturers.

131. AUTOMOBILES.—A firm in Tunis are anxious to act as agents for Canadian exporters of automobiles.

132. AGRICULTURAL MACHINERY.—A Tunisian firm wish to act as agents or buy direct from Canadian exporters of agricultural machinery.

133. AGRICULTURAL MACHINERY; INDUSTRIAL MACHINERY.—A firm in Tunis wish to communicate with Canadian exporters of both agricultural and industrial machinery.

134. LUMBER.—An old-established Tunisian firm wish to act as agents or direct purchasers for lumber for furniture making and cabinet purposes.

135. BIRCH.—A London firm of timber importers are desirous of securing the agency of a Canadian firm in the Maritime Provinces or elsewhere who can ship regular supplies of what they designate as "Halifax and St. John birch." Alternatively they would be prepared to buy outright under certain circumstances.



**PROPOSED SAILINGS FROM CANADIAN PORTS***Subject to change without notice. The sailing dates are approximate.***From St. John**

To LIVERPOOL.—Digby, Furness, Withy, Ltd., Jan. 30; Moncalm\*, Feb. 8; Montrose, Feb. 15; Montclare\*, Feb. 29; Marloch\*, March 8—all of the Canadian Pacific Steamships, Ltd.

To LIVERPOOL AND GLASGOW.—Metagama\*, Canadian Pacific Steamships, Ltd., Feb. 1.

To LONDON.—Canadian Conqueror\*, Canadian Government Merchant Marine, Jan. 30; Appomattox†, Furness Line, Feb. 6; Canadian Planter, Canadian Government Merchant Marine, Feb. 13; Welland County, Intercontinental Transports, Ltd., Feb. 22; Canadian Explorer, Canadian Government Merchant Marine, Feb. 27; Brandon†, March 1; Balfour†, March 8—both of Canadian Pacific Steamships, Ltd.

To LONDON AND HULL.—Appomattox†, Feb. 6; Cornish Point, Feb. 19—both of Furness Line.

To LONDON AND HAMBURG.—Bothwell†, Jan. 30; Brecon†, Feb. 9; Bolingbroke†, Feb. 20—all of the Canadian Pacific Steamships, Ltd.

To CHERBOURG, SOUTHAMPTON AND ANTWERP.—Minnedosa, Jan. 31; Melita, Feb. 14—both of Canadian Pacific Steamships, Ltd.

To ANTWERP.—Canadian Conqueror, Canadian Government Merchant Marine, Jan. 31; Essex County, Intercontinental Transports, Ltd., Feb. 12; Canadian Planter, Feb. 13; Canadian Explorer, Feb. 27—both of Canadian Government Merchant Marine; Brandon†, March 1; Melita\*, March 19—both of Canadian Pacific Steamships, Ltd.

To GLASGOW.—Bawtry†, Feb. 2; Batsford†, Feb. 16; Marburn\*, Feb. 22; Metagama\*, March 7—all of Canadian Pacific Steamships, Ltd.; Kastalia†, Anchor-Donaldson Line, March 7; Marloch\*, Canadian Pacific Steamships, Ltd., March 8.

To GLASGOW AND AVONMOUTH.—Cabotia†, Feb. 1; Lakonia†, Feb. 15—both of the Anchor-Donaldson Line.

To MANCHESTER.—Manchester Corporation\*, Feb. 8; Manchester Shipper†, Feb. 22; a steamer\*, March 7—all of Manchester Line.

To CARDIFF AND SWANSEA.—Canadian Victor\*, Jan. 31; Canadian Leader\*, Feb. 14; Canadian Mariner, March 4—all of the Canadian Government Merchant Marine.

To BELFAST AND DUBLIN.—Lord Londonderry, Head Line, Feb. 6.

To ROTTERDAM.—Porsanger, Feb. 9; Welland County, Feb. 22—both of the Intercontinental Transports, Ltd.

To HAMBURG.—Porsanger, Feb. 9; Brant County, Feb. 27—both of Intercontinental Transports, Ltd.; Balfour†, Canadian Pacific Steamships, Ltd., March 8.

To HAVRE.—Essex County, Feb. 12; Brant County, Feb. 27—both of the Intercontinental Transports, Ltd.

To SCANDINAVIAN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Feb. 6.

To AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—Trewyn, New Zealand Steamships, Ltd., Feb. 20.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO AND BUENOS AIRES.—A steamer, Houston Line, Feb. 10.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Borden†, Feb. 5; Berwyn†, Feb. 20—both Canadian Pacific Steamships, Ltd.

To SOUTH AFRICAN PORTS, CAPE TOWN, PORT ELIZABETH, EAST LONDON, DURBAN AND DELAGOA BAY.—Barracoo, Elder Dempster Line, Feb. 15.

To HAVANA.—A steamer, Nagle & Wigmore, Jan. 30.

**From Halifax**

To LIVERPOOL.—Regina\*, Feb. 17; Canada\*, March 2—both of the White Star-Dominion Line.

To LONDON AND HULL.—Appomattox†, Feb. 6; Cornish Point, Feb. 20—both of the Furness Line.

\* Cold storage.

† Sirocco fans.

To HAVANA, LAGUAYRA (VENEZUELA), PORT OF SPAIN, MONTEVIDEO AND BUENOS AIRES.—Maria Pinango, Linea Hispano Americana de Vapores (I. H. Mathers & Son, agents), Feb. 10.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, Feb. 8; Canadian Carrier, Feb. 22; Canadian Squatter, March 7—all of Canadian Government Merchant Marine.

To BERMUDA, NASSAU, KINGSTON AND BELIZE.—Canadian Fisher, Jan. 31; Canadian Forester, Feb. 21—both of Canadian Government Merchant Marine.

To CUBA AND JAMAICA.—Canadian Forester, Canadian Government Merchant Marine, Feb. 21.

To HAVANA, PORT OF SPAIN, LA GUAYRA, MONTEVIDEO AND BUENOS AIRES.—Maria Pinango, Linea Hispano Americana de Vapores, Jan. 30.

To PLYMOUTH, CHERBOURG AND LONDON.—Andania, Cunard Line, Feb. 18.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Trewyn, New Zealand Shipping Co., Ltd., Feb. 20; Canadian Spinner, Canadian Government Merchant Marine, Feb. 22.

### From North Sydney, N.S.

To NEWFOUNDLAND.—Kyle, Newfoundland Government Railway Commission, tri-weekly (Tuesday, Thursday and Saturday).

### From Vancouver

To AVONMOUTH.—Canadian Freighter, Canadian Government Merchant Marine, Feb. 25.

To LIVERPOOL, LONDON, ROTTERDAM AND ANTWERP.—Loch Katrine\*, Royal Mail Steam Packet Co., late January; Drecht dyk\*, Holland-American Line, middle of February.

To BORDEAUX, HAVRE AND ANTWERP.—Hudon, French Line, Feb. 11.

To SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Traveller, Canadian Government Merchant Marine, Feb. 20.

To NAPIER, NEW PLYMOUTH, LITTLETON AND DUNEDIN.—Waihemo, Canadian-Australasian Line, Feb. 16.

To SYDNEY.—Wairuna, Canadian-Australasian Line, Feb. 18.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Feb. 8; Makura, March 7—both of Canadian-Australasian Royal Mail Line.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Empress of Asia, Canadian Pacific Steamships, Ltd., Feb. 7; Manila Maru, Feb. 9; Hawaii Maru, Feb. 13; Alabama Maru, March 1—all of the Osaka Shosen Kaisha Line.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific Steamships, Ltd., March 6.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Philoctetes, Feb. 7; Tyndareus, Feb. 26—both of the Blue Funnel Line.

To YOKOHAMA, KOBE, MOJI, SHANGHAI AND NAGASAKI.—Manila Maru, Osaka Shosen Kaisha, Feb. 8; Hawaii Maru, Osaka Shosen Kaisha, Feb. 12.

To YOKOHAMA AND KOBE.—Toyooka Maru, Feb. 10; Toyama Maru, March 2—both of the Nippon Yusen Kaisha Line.

To YOKOHAMA, KOBE, MOJI, SHANGHAI AND HONG KONG.—Alabama Maru, Osaka Shosen Kaisha Line, March 1.

To YOKOHAMA AND SHANGHAI.—Canadian Seigneur, Canadian Government Merchant Marine, Jan. 30.

To YOKOHAMA.—Canadian Britisher, Feb. 25; Canadian Scottish, March 2—both of Canadian Government Merchant Marine.

### From Victoria

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Feb. 9.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Achilles, Jan. 31; Philoctetes, Feb. 7; Tyndareus, Feb. 26—all of the Blue Funnel Line.

To YOKOHAMA, KOBE, SHANGHAI, HONG KONG AND MANILA.—President Grant, Feb. 2; President Madison, Feb. 14; President McKinley, Feb. 26—all of the Admiral Oriental Line.

\* Cold storage.



## COMMERCIAL INTELLIGENCE SERVICE

(For List of Canadian Trade Commissioners and Commercial Agents, see back page)

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### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London  
Kinnaid House, Pall Mall East, London, S.W. 1, England. *Cable Address, Dominion,  
London.*

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#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable  
Address, Stadacona, Paris.*

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#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British  
Embassy, Washington.

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### ENLARGED CANADIAN TRADE INTELLIGENCE

Under an arrangement made by the Minister of Trade and Commerce with the  
Secretary of State for the Colonies, the services of the British Commercial Diplomatic  
Officers, as well as those of British Consuls, will be available for Canadian firms, who  
are at liberty to apply direct to them for information as to the possibilities of sale of  
Canadian products, the method under which business is conducted, and the best means  
of getting into touch with markets. The arrangement referred to applies to all countries  
in which Canada is not represented by her own Commercial Intelligence Service.

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### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the  
export trade of the United Kingdom and British manufacturers desirous of representa-  
tion in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall  
Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Tele-  
graphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver.  
Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office,  
703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

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### BRITISH TRADE COMMISSIONERS SERVICE

In connection with the British Trade Commissioners Service which is now estab-  
lished in British possessions overseas, the British Government has placed the services  
of the Trade Commissioners at the disposal of Canada, especially in those overseas  
British possessions where Canada has no representatives of its own.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

Acting Trade Commissioner. Address for letters—  
Caixa Postal 2164, Rio de Janeiro; office,  
Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also  
for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancomac.*

#### Denmark

B. S. Webb, Rindhuspladsen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of the  
Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cornnack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230,  
office, 504 Osaka Shosen Kaisha Building, Kobe  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num.  
126-bis, Mexico City. Office, Edificio Banco de  
Londres y Mexico, Num. 30. *Cable Address,  
Cancomac.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street,  
Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Acting Trade Commissioner, Sun  
Building, Clare street, Bristol. *Cable Address,  
Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scot-  
land. (Territory covers Scotland and Ireland.)  
*Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.



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# Commercial Intelligence Journal

Vol. XXX

February 2, 1924

No. 1044

Trade Commissioner A. E. Bryan's Itinerary in Canada  
Summary of Trade of Canada for Month of December  
Demand in Germany for Canadian Food Products  
Leather Trade Requirements in the West of England  
Present Conditions in the Potato Market in Holland  
Iron and Steel Needs of the Netherlands East Indies  
Trade Inquiries for: Cereals; Packing House Products;  
Canned Fish; Cheese; Condensed Milk; Flour; Shooks;  
Raw Skins; Metal Products; Asbestos Fibre; Etc.



DEPARTMENT OF TRADE AND COMMERCE  
OTTAWA, CANADA

MINISTER  
HON. THOS. A. LOW

DEPUTY MINISTER  
F. C. T. O'HARA

COMMERCIAL INTELLIGENCE SERVICE  
H. R. POUSSETTE, Director

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Ottawa

FEBRUARY 2, 1923

No. 1044

## TRADE COMMISSIONER A. E. BRYAN'S ITINERARY IN CANADA

Mr. A. E. Bryan, Canadian Trade Commissioner to Japan, is at present engaged in a business tour of the Dominion on behalf of Canadian export trade to Japan. The following is the complete itinerary:—

Toronto (including Oshawa)...	Jan. 17-21
Port Hope.. . . .	Feb. 1
Trenton.. . . .	Feb. 1
Belleville.. . . .	Feb. 4
Kingston.. . . .	Feb. 5
Gananoque.. . . .	Feb. 6
Brockville.. . . .	Feb. 7
Pr scott.. . . .	Feb. 8
Cornwall.. . . .	Feb. 8
Montreal.. . . .	Feb. 11-20
Hamilton.. . . .	Feb. 20-21

St. Catharines (including Merriton, Thorold, Welland)...	Feb. 22-25
Brantford.. . . .	Feb. 26
Woodstock and Ingersoll.. . . .	Feb. 27
London.. . . .	Feb. 28-29
Windsor.. . . .	Mar. 1-3
Kitchener.. . . .	Mar. 4
Winnipeg.. . . .	Mar. 10
Edmonton.. . . .	Mar. 12
Vancouver.. . . .	Mar. 14-20

Canadian firms who desire to be brought in touch with Mr. Bryan should address their communications to him in care of the Department of Trade and Commerce, Ottawa.

## SUMMARY OF THE TRADE OF CANADA FOR DECEMBER 1923.

The summary of the trade of Canada for December, 1923, shows that as represented in dollars imports for consumption were valued at \$65,456,071 in December, 1923, as against \$70,204,888 in December, 1922, and \$60,050,166 in December, 1921. The imports from the United Kingdom in December, 1923, were valued at \$11,392,222 as against \$11,750,825 in December, 1922, and \$10,825,385 in December, 1921. The imports from the United States in December, 1923, were valued at \$44,460,292, as against \$49,294,351 in December, 1922, and \$40,830,346 in December, 1921. The total imports for the twelve months ending December, 1923, were valued at \$903,530,515 as against \$762,409,309 for the corresponding period in 1922 and \$799,478,483 for the twelve months ending December, 1921.

The value of the exports of Canadian products for the month of December, 1923, was \$123,880,430 as against \$110,873,425 in December, 1922, and \$86,304,163 in December, 1921. The exports to the United Kingdom were valued at \$60,804,348 in December, 1923, as compared with \$56,523,028 in December, 1922, and \$42,780,274 in December, 1921. The exports to the United States were valued at \$38,352,613 in December, 1923, as against \$36,204,744 in December, 1922, and \$28,374,629 in the corresponding month of 1921. The value of the total exports of Canadian produce during the twelve months ending December, 1923, was \$1,014,734,274 as against \$884,362,583 for the corresponding period of 1922 and \$802,699,820 for the twelve months ending December, 1921.

The month's returns show a favourable balance of trade of \$58,424,359; the returns for the twelve months' period show a favourable balance of \$111,203,759.

# SUMMARY OF THE TRADE OF CANADA: MONTH, NINE MONTHS AND TWELVE MONTHS ENDING DECEMBER, 1923

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

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## TRADE AND COMMERCE

No. 1044—Feb. 2, 1924

Main Groups	Month of December, 1923				Nine Months ending December, 1923				Twelve Months ending December, 1923			
	From United Kingdom		From United States		From United Kingdom		From United States		From United Kingdom		From United States	
	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$
<i>Imports for Consumption</i>												
Agricultural and Vegetable Products.....	14,680,329	3,283,746		6,335,633	41,493,793	21,436,300	59,129,901	182,648,048	27,464,320		\$	78,814,028
Animal Products.....	3,625,288	496,121		2,424,138	32,561,941	3,334,507	22,765,180	46,423,862	4,302,696		\$	32,651,937
Fibres and Textile Products.....	13,041,467	4,602,538		6,753,788	20,930,569	52,433,152	53,764,656	178,428,036	74,073,238		\$	78,434,133
Wood, Wood Products and Paper.....	2,882,900	2,113,914		2,512,321	30,848,960	2,436,210	27,013,078	40,017,384	3,029,729		\$	33,326,342
Iron and its Products.....	10,939,379	861,932		9,732,066	135,262,373	14,677,033	117,982,290	173,720,299	17,673,671		\$	152,854,567
Non-Ferrous Metal Products.....	3,174,969	264,598		2,682,693	32,150,305	3,231,403	26,476,008	42,431,222	4,274,586		\$	35,233,147
Non-Metallic Mineral Products.....	11,693,912	761,919		10,222,820	22,818,096	8,902,921	105,767,387	165,114,172	11,303,917		\$	143,368,361
Chemicals and Allied Products.....	1,777,368	295,052		1,222,724	19,778,078	3,345,138	13,922,698	26,170,557	4,090,538		\$	18,740,901
All other Commodities.....	3,640,459	612,402		2,554,149	38,367,231	6,768,241	26,916,905	48,576,935	8,283,009		\$	34,635,000
Total Imports, 1923.....	65,456,071	11,392,222		44,460,292	578,211,346	116,664,914	453,738,112	903,530,515	154,495,704		\$	610,371,521
1922.....	70,204,888	11,750,825		49,204,351	577,260,075	103,499,353	384,356,329	762,409,309	136,859,352		\$	509,909,469
1921.....	60,050,166	10,825,385		40,830,346	562,655,098	83,775,344	390,405,056	799,478,483	123,149,776		\$	555,091,001
<i>Exports (Canadian Produce)</i>												
Total Exports		To United Kingdom		To United States		Total Exports		To United Kingdom		To United States		
\$		\$		\$		\$		\$		\$		
Agricultural and Vegetable Products.....	74,437,413	51,230,937		9,682,201	352,498,860	210,145,865	44,137,957	416,210,990	246,405,613		\$	49,225,234
Animal Products.....	12,020,774	4,776,576		4,936,234	110,176,144	54,572,490	41,832,980	136,858,250	64,976,788		\$	54,446,080
Fibres and Textile Products.....	19,873,458	301,478		451,258	6,414,288	1,231,846	3,109,264	8,360,906	1,462,002		\$	4,304,617
Wood, Wood Products and Paper.....	6,067,766	1,073,500		319,021	207,623,183	18,291,818	173,161,204	267,553,964	20,641,944		\$	226,346,429
Iron and its Products.....	5,552,822	1,134,589		3,153,662	49,528,281	7,439,678	6,735,293	67,035,808	11,456,255		\$	10,131,638
Non-Ferrous Metal Products.....	2,080,170	238,756		1,137,517	43,263,281	6,462,870	28,140,672	56,814,055	7,866,717		\$	37,877,814
Non-Metallic Mineral Products.....	1,496,334	261,910		884,700	21,289,651	9,950,061	13,987,455	29,505,528	1,215,059		\$	20,616,656
Chemicals and Allied Products.....	1,420,902	424,810		841,726	18,577,539	2,670,687	9,536,012	15,768,412	3,663,308		\$	7,764,818
All other Commodities.....	123,880,430	60,804,048		38,352,613	815,861,572	304,309,614	326,122,806	1,014,734,274	360,819,518		\$	422,041,789
Total Exports, 1923.....	110,873,425	56,523,028		36,204,744	732,578,741	322,557,541	273,161,235	884,362,583	374,751,894		\$	340,156,247
1922.....	86,304,163	42,780,274		28,374,629	588,456,838	247,167,322	225,593,631	802,699,820	308,866,848		\$	325,651,382
1921.....											\$	
<i>Exports (Foreign Produce)</i>												
Totals, 1923.....		76,687		10,389,914		847,822		13,584,849		1,105,779		10,811,013
1922.....		63,992		10,649,459		593,124		13,815,268		875,494		11,415,052
1921.....		881,551		10,520,520		719,148		13,994,461		975,679		11,871,437



## DEMAND IN GERMANY FOR CANADIAN FOODSTUFFS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, January 10, 1924.—The introduction of stable currency conditions has resulted in an increased demand for imported foodstuffs in Germany, and a good business has been done in many lines of Canadian food products such as flour, packing-house products, evaporated milk, boxed apples, canned salmon, etc. During the period of the depreciating paper mark, the prices of imported food products were too high for large consumption in Germany when compared with the prices of German foodstuffs and manufactured goods. Food imports were therefore reduced to the minimum necessary to make up for the deficiencies in domestic supplies. The first result of the re-establishment of a stable currency was to greatly increase German prices. This stimulated imports of foodstuffs, as in many lines the prices of imported products were less for a time than domestic prices. There was also the psychological factor, the prices in stable value marks appearing cheap to the average consumer who had become accustomed to quotations in billions of paper marks. These circumstances combined to make possible the sale of lines of imported food products in which there had been little business for several years and increased the demand for lines which had been regularly imported. Germany therefore imported large quantities of foreign foodstuffs, in spite of the fact that prices were considerably higher, while wages were about the same or less than before the war.

The suddenness of the demand for imported food products and the uncertainty as to its continuance, together with the lack of working capital and credit facilities, made it difficult for the average importer to buy for shipment. This gave the advantage to those exporters who were in the practice of consigning to Germany. The goods were in the majority of cases sold as soon as the shipment was afloat. In this manner a large business has been done, while orders for shipment have been difficult to secure. Boxed apples and canned salmon from Canada have been imported largely through English brokers, the importers paying higher prices as a consequence. Now that confidence is becoming better established, more business is developing direct with countries of export and in some lines orders for shipment are being received, but on the whole the conditions outlined above still apply.

### PRESENT DEMAND

The trade in flour, apples, and packing-house products has been fully dealt with in previous reports, but the following notes with regard to present demand for Canadian foodstuffs may be of interest:—

*Boxed Apples.*—The apple crop in Germany last summer was a failure and, under normal conditions, the imports of apples would have been expected to exceed previous records. It was, however, feared that the population would be unable to pay the relatively high prices for imported fruit to permit of a large demand. The first experience with consignments of barrel apples was not encouraging, the chief purchasers being Scandinavians and other non-German buyers, but with the introduction of stable currency an active demand sprang up for boxed apples. This was taken advantage of by English brokers, who sent over consignments of Canadian and United States boxed apples for sale at the Hamburg auctions. During the month preceding Christmas about 150,000 boxes were sold, the prices ranging very high from 18 to 30 shillings or about double the prices realized in Great Britain. British Columbia apples have been much in evidence and have comprised their fair proportion of the consign-

nents. Jonathans and Regular Winesaps have been the varieties most suitable for the market. The preference for boxed apples has been explained by the fact that they arrive in better condition, an important consideration in view of the number of transshipments. Boxed apples can also be sold more slowly, if necessary, than barrel apples and are preferred for this reason, since the demand and consuming capacity of the market is uncertain. After Christmas there was some slackening in the demand and hence in the prices realized, but a good business is still being done.

*Evaporated Milk.*—Germany continues to import large quantities of evaporated unsweetened milk and Canadian brands are becoming well established. A large proportion of the milk shipped by United States houses is produced in Canadian plants. The prices range from \$4.60 to \$5.40 a case, and most of the business is done cash against documents Hamburg. The trade in sweetened condensed milk is much smaller, but some business is possible.

*Cheese.*—Two years ago there was a fair quantity of Canadian cheese imported into Hamburg, but the business fell off with the depreciation of the mark. Some Canadian cheese was imported last summer and inquiries are again being received, but the closing of navigation in the St. Lawrence makes the trade difficult, as prices must be in line with Dutch, Danish, and Swiss quotations. Importers predict a good business next season in Cheddar cheese from Canada and exporters should endeavour to form connections in the market.

*Canned Salmon.*—In spite of the high duty of 75 gold marks (\$17.85) per 100 kilogrammes (220 pounds), a fair amount of "pink" canned salmon has been imported into Germany during the last three months. The high prices for meat which ranged during November gave a stimulus to this trade, which is still being maintained. Previous to the war canned salmon was little known in Germany outside of Hamburg, but the sale of surplus Allied army stocks after the Armistice served to acquaint the public with this food product. The high duty prevented any wide sale, and the Government have been indisposed to lower the duty as they do not regard canned salmon as a staple article of food. The demand which has lately sprung up is, however, likely to continue, if conditions remain stable. Importers report orders of 50 to 100 cases from Berlin and other cities, which quantities are considered large for Germany. The "pink" salmon retails at around 1.75 marks (42 cents) a can. The Hamburg c.i.f. price is at present around 29 shillings a case. Alaska salmon is well introduced, a United States firm with office at Hamburg doing the bulk of the business. There are complaints that Canadian prices are too high, but several importers are handling increasing quantities of British Columbia salmon. Lately shipments have been received chiefly through Great Britain, and importers who have applied for names of United Kingdom agents and brokers dealing in Canadian salmon have explained that they were not in the position to order direct from Canada. Certain importers have, however, recently arranged to receive direct shipments from Canada, as their confidence in the demand being maintained has become more established.

*Macaroni.*—Inquiries have been received for the names of Canadian producers of macaroni, since it is believed that if the freights and prices for Canadian macaroni permit of its competing with the Italian product, a good business can be done.

*Flour.*—The demand for imported flour continues to be well maintained, both for consumption in Germany and for sale to Czecho-Slovakia and other countries. Canadian flour forms an increasing proportion of the total shipments received, a testimony to the growing popularity of Canadian flour in this



market. The flour arrivals at the Port of Hamburg in November were considerably larger than in any previous month of last year. There was some falling off in December, but the total receipts were still large. The following table shows the total quantity of flour arriving at Hamburg during each month from April to December, 1923, together with quantity received from Canadian ports and Portland, Maine:—

	Total Arrivals. Sacks.	From Canadian Ports and Portland. Sacks.
April.. . . . .	317,904	87,364
May .. . . . .	360,909	79,141
June.. . . . .	491,135	164,058
July .. . . . .	211,639	80,257
August.. . . . .	359,761	188,507
September.. . . . .	272,060	50,555
October.. . . . .	420,302	129,921
November.. . . . .	736,266	180,320
December.. . . . .	598,765	231,175

In addition to the flour shown above as received direct from Canadian ports and Portland, Maine, it is probable that Canadian flour was also received shipped from Boston and other United States ports.

## THE WEST OF ENGLAND AND SOUTH WALES LEATHER TRADE

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, January 2, 1924.—Canadian leather has been known favourably for many years in this market; but owing to the difference in climatic conditions, leather which is suitable for the Canadian boot and shoe trade may prove unsuitable for England. That market demands a leather which will not spew under any condition of wetness. The German "bache" leather, which may be compared to veneered mahogany, with an exceedingly hard outer surface, or intensity of surface tanning, is more suitable in general for outer sole leather for cheap boots than the supplies obtained from Canada. English tanners, however, are quite successfully competing with all imported stocks, with the possible exception of German.

### GERMAN SUPPLIES

German leather is not bought owing solely to price, as German tanners have always had a reputation for tanning very excellent leather, particularly for box calf. Until recently quantities of leather of German origin were coming into the West of England, being invoiced in sterling by German firms. On this leather there is a reparation tax of 26 per cent., which is collected by H. M. Customs prior to delivery out of bond; the importer then remits to the German firm the amount of the invoice, less Customs, and the German importer is then supposed to collect from the Reichbank the amount of customs owing him. There is a decided hitch at the present time in this arrangement, as it appears that the Reichbank has been holding up these refunds to the exporter until exchange is most favourable to the government.

### SPLITS

The general impression regarding Canadian waxed splits is that they are not sufficiently firm or properly sorted. The English waxed split is similar in that regard to the Canadian. The Americans get as much wax into the split, and yet get more firmness and stiffness with it. An after effect of the war has been the decreased use of waxed splits as uppers for working men's shoes. The use

of splits has not fully returned as yet, although unemployment and deflation are causing the working man to return to this stiffer type of upper. The majority of waxed splits come from the Boston area.

#### SOLE LEATHER

The old process of tanning was extremely slow but thorough, and an excellent fawn colour was obtained. The shoe manufacturer to-day demands a leather of lighter colour than that produced by oak bark tannage, the use of mixed tannages imparting even a darker colour. Bristol for the past hundred years has been favourably known for its excellent tanners' products, particularly sole butts, which to-day are largely converted into bends, which are really butts split down the back and rolled out flat. In this area the products are largely confined to repairing leather. The president of one large firm of tanners stated that they go to great expense and trouble to get this light colour which is so demanded by shoe manufacturers and repairers. Despite the fact that bleaching decreases the strength of the leather, the practice appears to be general and is also detrimental from the fact that it removes certain parts of the leather which would add to its waterproof quality. Large quantities of the sole leather are weighted with adulterants.

The insistent demand for low prices generally throughout England has resulted in a large proportion of sole leather now being prepared which is quite unfit for use, as it absorbs moisture like a sponge owing to being under-tanned or weighted. This continued demand for low-priced sole leather has brought into practice the use of cheap chemicals, such as epsom salts, i.e.  $\text{MgSO}_4$ ; glucose and barium salts. These add considerable weight, save the cost of expensive tanning materials, and give substance to the thinner parts of the leather which could not otherwise be used for soles. Mineral acid is also employed with the object of swelling hides, when leather rapidly absorbs an abnormal amount of tanning and the finished leather is unnaturally thick. This applies principally to imported cheap sole leather.

In addition to having many tanneries located in this area, Bristol is also an important shoe centre, particularly the Kingswood district, a suburb almost exclusively devoted to the trade. This explains why many large wholesale leather houses are located here.

Owing to the exchange situation, Canadian butts and bends for soles are mostly too high to be touched by these leather houses, particularly in the better qualities, although many job lots have recently been purchased at a sacrifice price. Some Canadian offal is being purchased and used for middle soles and even for surface work.

Despite the strong demand for cheap leather and the general unsettlement, there is a steady demand for heavy sole leather bends of 14 to 16 pounds average, whilst the next lighter weights, 12 to 14 pounds, suitable for the repairing trade, are also in demand. Better-quality French bends are also being purchased at about 2s. 3d. per pound.

#### GOOD MARKET FOR LEATHER RANDS

These horseshoe-shaped pieces of leather might be termed a semi-manufactured product, being made up from scrap in single as well as double cemented widths. The double-cemented type is preferable, as these rands are used immediately inside the outer heeling of men's boots, and lend an extra strength to the heel which receives the greatest amount of wear. Rands are also sold on this market double-stitched, although the double-cemented type is more popular. Samples of the single- and double-cemented rands suitable for this trade may be obtained on application to the Department of Trade and Commerce, Ottawa.



The Bristol office will place quotations from Canadian firms before interested importers. Prices should be in the vicinity of 9 cents per pound f.o.b. Canadian seaport, for double-cemented type.

#### STIFFENERS

The heavy competition from English manufacturers of stiffeners, which are made from leather offal, has driven Canadian and American types off the market. Recent American quotations were 3 cents per pair f.o.b. Boston, but even at this price no business could be done.

#### AUTOMOBILE LEATHERS

No interest could be aroused in any type of automobile leathers from Canada, as quantities are being exported by wholesale firms and factors to the Dominion and the United States. These are mostly from E.I. kippes. It is also found that box sides manufactured from E.I. kippes are also in demand for export and not import.

#### DEMAND FOR SCRAP LEATHERS

Canadian exporters of leather scrap should find in this area an excellent market for their supplies; particularly is this true of shanking, which is being quoted at the present time from American sources at  $2\frac{1}{4}$  cents per pound f.o.b. seaboard, which works out at  $4\frac{1}{4}$  cents c.i.f. Bristol Channel, when allowances for exchange, insurance and freight have been made.

A better quality of scrap in demand is women's whole heeling, but is not quite large enough for men's heels. Prices are quoted at the present time at  $3\frac{1}{4}$ d., or  $6\frac{1}{2}$  cents, c.i.f. Avonmouth. Samples of these two types of scrap may be obtained on application to the Department of Trade and Commerce, Ottawa. Recent Trade Inquiries for such supplies have appeared in the *Commercial Intelligence Journal* from firms in this area (No. 1041: Jan. 12, 1924, page 83).

#### OTHER PRODUCTS

*Belting Leather.*—Both vegetable-tanned and chrome-tanned belting leather are used, chrome belting leather being superior where considerable steam or mineral acids are encountered. Its tensile strength is greater, but it has a tendency to stretch more than the vegetable-tanned product. The general opinion here is that the very best belting is made from oak bark-tanned butts. In the past small quantities of Australian retanned have been on the market: these are of second quality.

*Sheep Skins.*—These are used in considerable quantities in the tinplate industry for polishing purposes. For the most part the hides are tanned into proper condition for use by firms in England directly supplying the trade.

*Workmen's Leather Gloves.*—Double-palm riveter's gloves find a comparatively ready sale for those types of leather gloves with a thumb and two fingers; or the type simply having one back band and fronting with a double thickness of leather, either cemented or stitched.

*Upper Leathers.*—German supplies are not available owing to the reparation tax situation. The demand at the present time is for semi-chrome box and willow calf sides for medium to common class trade. Full chrome box and willow calf are also considerably in evidence.

*Fancy Leather Goods.*—Early in 1923 it was anticipated that Germany would supply a large proportion of all types of fancy leather goods for Christmas sale, but these have apparently not been forthcoming.

Leather travelling trunks, suit cases, and attache cases, of German manufacture have appeared as of Dutch or Austrian make and, of course, can be sold considerably under British manufacturers' price.

*Saddlery and Harness.*—Owing to the disposal of surplus saddlery and harness by the Disposals Board, the markets are glutted, and little encouragement is to be seen for the future. Such English manufacturers as considered this industry the major portion of their business in past days, have had to broaden their lines by introducing the many accessories used in the motor trade such as upholstery, motor trunks, radiator covers and gauntlets. Many firms in the Walsall area have been quite transformed owing to the advent of the motor car, and although previously a centre for harness and saddlery, it is difficult to ascertain to-day which is the more important.

*Coat Leathers.*—Samples of Canadian coat leathers have been received by a West of England manufacturer, who reports them quite satisfactory. Up to the present, however, it has been impossible to secure bulk business against the cheaper United States pelts.

#### RAIL CHARGES

An interesting example of how Canadian inland charges materially affect prices came to the notice of this office recently. A Bristol importer had quotations from American and Canadian sources for two lots of rejects, third-quality butts, the Canadian leather having the advantage of 1 per cent tare over the American product, plus the advantage of about 2 per cent exchange. Despite these factors, the leather of American origin proved cheaper than the Canadian, owing to the Canadian inland transportation, the American leather having been quoted f.o.b. New York, and the Canadian f.o.b. Kitchener; the Canadian inland rate from Kitchener to Montreal was 8 cents per 100 pounds more than the ocean freight rate from Montreal to Avonmouth, to which was added the Montreal terminal charge of 4 cents per 100 pounds.

#### 1924 PROSPECTS BRIGHTER

The cut-throat sales competition of leather producers during 1923 practically knocked the bottom out of the market. This was owing entirely to the necessity for turnover, and as a result sole and upper leather prices are on a substantially lower basis than a year ago. It is believed that quantities remain approximately the same as the previous year.

An important leather merchant in Bristol states that the tendency is now to avoid hand-to-mouth trading, which was the direct result of depression of stock values. No greater evidence of a return to stability can be offered than the return to bookings on a substantial scale, and with a restored confidence in values the new year is being looked forward to rather than dreaded.

#### INTERNATIONAL SAMPLE FAIR AND EXHIBITION IN HAVANA, CUBA

Mr. Cesar A. Barranco, Consul for the Republic of Cuba in Toronto, writes under date January 18, 1924, that he has received a telegram from his Government informing him that an International Sample Fair and Exhibition, under the auspices of the Cuban Government, will be held in the city of Havana, Cuba, from February 9 to 24, 1924, and extending an invitation to the Canadian Government and Canadian manufacturers to exhibit their products and send representatives. All samples sent to the fair will be vised gratis by Cuban Consuls in Canada and will also be exempt from Cuban Customs duties. The Consulate at Toronto will be pleased to extend letters of introduction for Canadian officials to Cuban Government officials, and also to Canadian manufacturers who are anxious to exhibit their products in Havana.



**POTATO MARKET CONDITIONS IN THE NETHERLANDS**

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, January 10, 1924.—The huge potato crop of 1922 and the resulting lowered prices obtained prompted the farmers in the Netherlands to curtail production in 1923. To effect this reduction a smaller acreage was given over to potato growing, but the yield from the 1923 crop is even smaller than the growers anticipated, since the unusually wet weather prevailing during October and November prevented proper harvesting from being carried on, and a considerable portion of the crop has been blighted.

*Prices.*—Owing to this limited supply prices for potatoes at present obtaining in Holland are comparatively high, with a firm and rising tendency. Current prices per 100 kilos (220.46 pounds) are:—

Variety	Price Guilders. (2½ Guilders=\$1 approx.)
Eigenheimer.. . . . .	Fl. 7.— to 7.50
Bravo.. . . . .	" 7.—
Bonte.. . . . .	" 9.—
Blauwe.. . . . .	" 9.—
Redstar.. . . . .	" 5.15.
Industrie.. . . . .	" 4.90.
King Edward, Kruger, Thorbecke, Lievestein, Commandanten.. . . . .	" 4.75.

*Varieties Grown.*—The potatoes grown in the Netherlands on clay soil and for which the demand is chiefly domestic, are Eigenheimers, Bravo, Redstar, Bonte and Blauwe. These, with other varieties of yellow colour, are preferred, and as a rule are only exported when the production exceeds domestic requirements.

In the blackland of the northern provinces are grown the King Edward, Kruger, Thorbecke, Lievestein and Commandanten potatoes. These are all white potatoes and are raised chiefly for the potato-farina mills, which usually buy potatoes unassorted in bulk. The yellow potatoes of Eigenheimer and Redstar varieties are also grown in black soil. The Industrie and Redstar potatoes are grown in sandy soil, but in normal times these are principally for export.

*Export Markets.*—When potatoes are available for export the normal markets are Germany, Belgium and France. The German market is obviously not brisk, but this loss is—to the growers at least—compensated for by the increased prices obtained at home. The export situation is also improved as a result of an increased demand from France and Belgium with a newly arisen demand from Great Britain.

*Packing.*—In Holland potatoes are usually packed in sacks of 50 kg., but potatoes for export to the Continental countries are often shipped in bulk in carload lots. For export by water the potatoes are generally packed in sacks of 50 kg. net, 1 cwt. gross, but buyers occasionally specify that they be packed in bags containing 75 kg. net. Potatoes are also shipped, on orders from a buyer, in crates containing 25 or 50 kg. or sometimes in the so-called French crates containing 30 kg.

*Present Demand.*—The short crop and rising prices of potatoes, particularly for varieties with good keeping qualities, is causing a betterment in the domestic demand. An export demand is persistent, but it can only be partially filled. Accompanying these domestic and foreign demands for potatoes for household requirements is one from the local farina manufacturers, who are now giving serious attention to the matter of securing adequate supplies of this vegetable from which to make potato flour and allied products.

## ECONOMIC CONDITIONS IN THE NETHERLANDS

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, January 9, 1924.—Holland continues to feel the full adverse effects of the unsatisfactory international situation, but as the Netherlands themselves have always consumed by far the largest part of their own production, it is in foreign trade circles more particularly that the situation to date has been most difficult. However, Holland's foreign commerce is steadily improving and its relative importance to domestic trade is increasing, since the trade statistics of the last few months indicate that Dutch industry is regaining some of the foreign markets, and that foreign dumping is materially decreasing, while continued unemployment and a consequent general reduction of purchasing power have reduced the absorptive capacity of the home market.

While detailed reports of several branches of industry, such as the electric lamp and plate glass industries, have now and then shown improvements in their condition, others seem to substantiate assertions being made regarding the seriously critical condition of other industries, such as those of metals and textiles. A more general survey of the Netherlands industrial situation shows (a) that the prevalent economic confusion with the unfavourable and uncertain international situation continues to have an adverse effect on the further development of Dutch industry; and (b) that the industrial position of the Netherlands has become more difficult.

*Political Situation.*—These conditions are reflected in the political spheres of activity. Pressure is constantly being exerted from all quarters for the introduction of governmental measures as means of relief, and so varied in methods and means are these various proposals that three recent attempts to form a cabinet, which must of necessity be coalitionist, failed.

*Exchange Fluctuations.*—To this uncertainty in Holland's economic and political position is also partly credited the recent decline in the exchange value of the guilder—a decline, however, which is also partly seasonal—due to the ordinary European demands for American funds with which to pay for foodstuffs.

*Stock Exchange.*—The stock exchanges have experienced greater activity recently with a remarkable revival of interest in United States securities. Rumours of inflation caused several holders of bonds to attempt to exchange their investments bearing fixed rates of interest into industrial shares. Petroleum and plantation shares in particular have received considerable attention.

*Unemployment.*—Unemployment continues to be very heavy, government statistics placing the percentage of those wholly unemployed at 10.3 per cent and of those partly employed at 2.4 per cent.

*Cost of Living.*—The cost of living index (September) was 173.1 as compared with 172.5 in March; 176.3 in December, 1922; 228.6 September, 1920, and 100 in 1911.

## NEW AUSTRALIAN REGULATION AFFECTING DUMPING DUTY ON KRAFT PAPER

Mr. D. H. Ross, Canadian Trade Commissioner in Melbourne, cables: "Commonwealth Customs gazetted January 24 revised instructions that dumping duty provided for by Industries Preservation Act is to be applied to importations of kraft paper from Finland and Norway when the landed duty paid cost of which at any port in Australia is less than £34 per ton. Now no differentiation in landed costs at various ports. [Formerly this dumping duty was imposed when the landed price at Australian ports including duty was as follows: Sydney, £34 per ton; Melbourne, £35 10s. per ton; Brisbane, £36 per ton; Adelaide, £36 10s. per ton; Perth, £38 per ton.] Canadian kraft to be competitive should land at Australian ports upon equivalent basis."



## INDIA'S SUGAR TRADE

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, December 21, 1923.—Although India ranks second among the sugar producing countries of the world, she is at the same time one of the world's largest sugar importing countries. It is considered by many well-informed people in India that the reported statistics of India's sugar production do not nearly tell the whole tale. The great bulk of the raw sugar or "gur" output of the country is produced in the many thousands of small indigenous village plants scattered throughout the country, and it is probable that the official figures of Indian sugar output are really below the totals actually produced.

The Indian Sugar Bureau places Indian production of crude or "gur" for the year ending March, 1923, at 2,875,000 tons as compared with 2,532,000 tons for the previous year and 2,448,000 tons for the year ending March, 1921. In addition, some 117,000 tons of refined sugar were produced during the year 1922-23. Of this total 77,600 tons were manufactured in 31 small but more or less modern refineries. The remaining 40,000 tons of refined sugar were produced in the indigenous village plants.

Indian sugar production since the war shows little change from pre-war. On the other hand, post-war imports of foreign sugars have been lower in volume than in pre-war years. When the world's price of sugar is low, India increases the volume of her imports, and as prices advance the volume of imports decreases in like proportion. In 1913-14, when raw sugar was worth between 2 and 3 cents per pound, India imported over 800,000 tons worth 14.3 crores\* of rupees. In 1922-23, when sugar was worth on the average nearly double its pre-war price, a little more than half the quantity, i.e. 440,000 tons, was imported, the value at 14.85 crores being slightly above the 1913-14 figure. During 1920-21, when sugar was high priced, only 237,000 tons valued at 17.2 crores were imported. And in 1921-22, when the price of raw sugar dropped for a time to a pre-war level, 718,000 tons valued at 26.80 crores were imported. India undoubtedly exercises a very steadying influence on the level of the world's sugar price—an influence of which North America is perhaps not fully cognizant.

Java is the main source of India's supplies of imported sugars. During 1922-23, 84 per cent of India's total sugar imports were from Java, 7 per cent from Mauritius, the remaining 9 per cent coming from various sources, chiefly Continental Europe.

## TENDERS INVITED FOR TELEPHONE EQUIPMENT FOR AUSTRALIA

Copies of tender forms have been received from Trade Commissioner D. H. Ross, Melbourne, for the supply and delivery of 93,160 telephones, 52,170 calling dials, 3,260 generators, and 2,146 extension switches to drawings and as specified, for the Victorian Government Railway Department, Melbourne. These are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 29077). Tenders—which close on February 26, 1924—in conformity to the specifications should be addressed to the Secretary, Victorian Government Railway Department, Melbourne, Australia.

\* A crore of rupees is worth roughly \$3,100,000.

## MARKET FOR IRON AND STEEL PRODUCTS IN JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

[Former reports in this series have been published as follows: *Automotives* (No. 1028); *Paper Trade* (No. 1029); *Leather and Leather Goods* (No. 1030); *Chemists' and Druggists' Sundries* (No. 1031); *Rubber Goods* (No. 1032); *Textiles and Wearing Apparel* (No. 1033); *Building Material, Furniture, and Paints* (No. 1034); *Chinaware and Glassware* (No. 1036); *Provisions and Beverages* (Nos. 1037, 1038); *Machinery* (No. 1040); *Government Supply Purchasing* (No. 1041); and *Hardware* (Nos. 1042 and 1043). Prices quoted are those prevailing in July, 1923. For purpose of conversion, roughly speaking, 2½ guilders equal \$1 Canadian.]

Iron and steel in various forms are imported into Java and the Outer Possessions of the Netherlands East Indies in considerable quantities. At the present time all metal is imported; there are no producing companies, but proposals are on the way for the development of this industry in the Celebes. Among the engineer establishments and workshops at Sourabaya, the "Nederlandsch Indische industrie" established in 1823, is said to be the oldest. Manufacture has increased, particularly during the war period, when outside supplies were difficult to obtain.

### LOCAL METAL INDUSTRY

In 1922 the financial results obtained by local firms were not generally favourable. There was considerable stoppage, and cutting down of Government work. The agricultural industry was not buying, and in face of the slump strict economy became general. Prices were cut to an extent which practically precluded profits. Sheet and bar iron at the end of December in that year were only 20 per cent above pre-war prices. European factories with their low prices began to regain ground. So much so was this the case that some of the local factories were compelled to reduce operations or close down altogether. There are no rolling mills of any size.

### SUGAR FACTORY NEEDS

Sugar factories use, as a rule, flat bar iron of sizes ¼-inch by 1-inch, ⅜-inch by 1½-inch, ⅜-inch by 2-inch, ½-inch by 1½-inch, ½-inch by 2-inch, ½-inch by 3-inch, ⅝-inch by 2-inch, ⅝-inch by 2½-inch and ¾-inch by 2½-inch. Round bar iron is employed by them in sizes ¼-inch by 1½-inch. Tool steel is used as a rule ⅝-inch by 1-inch. Black sheet iron is employed in 6-foot by 3-foot sheets and in sizes of ⅛-inch, ⅜-inch and ½-inch. Babbitts metal with 80 per cent or 20 per cent tin is used. Cast copper is also required and some ingot lead. Light railroad spikes are 9 by 90 mm. as a rule. Railroad rails are 7-8 kg. and 5 metres in length. The following centrifugal material is used: steel straps for brakes, coils, springs for friction, square springs, gun-metal ball bearings. There is also a call for plunger and bronze liners and ½-inch steel cable for this industry. There are over 180 sugar factories which make annual purchases; these are important consumers of iron, steel and other metal products.

### OIL COMPANIES' REQUIREMENTS

Among the metal products required for oil wells the following items are in general need: wire nails, boring tubes, gas pipes, wire ropes, red lead, white lead, red iron oxide, white zinc, sheet iron, section iron, bar iron, pig iron, bolts and nuts, corrugated sheet iron and rails. The purchases of one company for 1922 included 125 tons of wire nails, 7,200 tons of boring tubes 4-inch by 20-inch, 1,150 tons of line pipes, 100 tons of wire ropes.



## RAILWAY CONSTRUCTION

Apart from the pressing demands which must be met when funds are available for railway expansion in Java, the need for railways in the other islands is even greater, and manufacturers of rails, rolling stock, etc., should always keep a watchful eye on the budget proposals of Insulinde.

Java has by far the most developed railway system. Of this system the State Railways cover 2,500 kilometres (about 1,555 miles), while the remainder, about 2,300 km. (1,430 miles) belong to twelve different private companies. The gauge generally in use is 1.067 metres (3 feet 6 inches), with the exception of part of the lines of the Netherland Indian Railway Co., which have a gauge of 0.75 metres (28½-inch) and 0.60 metres (23½-inch.)

The railways in Java are two kinds, the ordinary railways and the lighter (tramways). The ordinary railways cover about three-fifths of the total, the rest being lighter railways or steam trams. The tramways are often really railways outside municipal areas. The only reason why they are termed "tramways" is because their maximum speeds are limited. Steam trams in fact are railway trams usually consisting of a locomotive and half a dozen carriages. In East and South Sumatra, indeed, they have the same gauge and the railway often runs over the tram track.

## ESTATE AND MINE RAILWAYS

There are many light railways on sugar and other estates. To market rails, fish plates, etc., a local technical agent is necessary. He will require good backing as the market is not only highly competitive, but well posted. Metric systems prevail and German firms are well represented. An idea of the types of rails in use may be obtained from the tables and illustrations on file at the Department of Trade and Commerce, Ottawa.

One importer who would be glad to represent a Canadian manufacturer told the writer that quotations should be firm for three months c.i.f. Java port, otherwise Canada's geographical position was a handicap. Shipments must always be made by direct steamer and quotations desired for this house should be in kilometres of track. The rails he was interested in were 7, 9 and 12 kg. per metre and these must be complete with fish plates, bolts and dog spikes with a lug. He recommended all Canadian houses desirous of entering this trade to study the specifications of the Koninlyke Institute of Engineers of the Hague, Holland. Another house desired their quotations per ton, which shows that careful attention must be paid to a particular firm's wishes.

In specifying bolts some firms want the length of bolt from under the head to the inside of the nut quoted, the nut to be flush with the bolt end. Some sizes of fish plate bolts are 10 by 42, 11 by 45, 13 by 50 and 13 by 60 mm. under the head to the end of the bolt. The rail spikes have a lug on them.

## ROLLING STOCK

Illustrations of types of rolling stock—stone or cement wagons and sugar wagons—unusual to Canadian eyes often seen on the railways in Java are on file at the Department of Trade and Commerce, Ottawa.

## BRIDGES

The bridges of the State railways, etc., are all the subject of Government purchasing which was dealt with under that heading in No. 1041, January 17, 1924. One technical house would be interested in hearing from Canada regarding bridges for light railways that would carry locomotives of 20 tons weight. They would like quotations for standard designs c.i.f. Java port or f.o.b. steamer





## GALVANIZED IRON SHEET

The imports of galvanized iron sheets, both plain and corrugated, amounted to (in 1,000 kg.): —

	1919	1920	1921	1922
Java and Madura.. . . .	1,818	14,648	3,805	7,436
Outer Districts.. . . .	1,203	4,346	2,915	5,749

There is a steady and continuous demand for this commodity. Imports are principally from the United Kingdom. Those from the United States have decreased recently, but one American sheet is making good sales. Among the natives it is popular on account of its brightness. The retailers in July, 1923, were charging 5 per cent higher price for these than for English sheets. It should be remembered the native trade is one or two sheets at a time from the Chinese toko. Consequently, sheets should be so packed that they arrive in an undamaged condition. The oil wells use corrugated sheet iron in quantities as well as the estates. Bundles of about 2 cwt. (224 pounds) secured by corrugated iron hoops are the English way of packing. Importers suggest that they should, if possible, be shipped by Dutch or British lines, as goods arriving by the ships of some other nationalities have a tendency to be damaged. Shortages will always be claimed. Some importers like sheets to be crated.

No firms appear to have had Canadian sheets lately. General sizes are 6 feet by 3 feet, 8 feet by 3 feet and 8 feet by 4 feet for plain in gauges 16, 22, 28 and 32 as a rule. Corrugated is usually wanted in Java in 24 gauge, but Sumatra uses 28 gauge and even 31 and 32 gauge. Price is the determining factor. Any Canadian house that could compete with the American "Apollo" brand should be able to do business.

## STRAPPING

Before the war strapping came in from Europe in reels of 30 kg. (approximate). During the war and since the United States has sent it in in reels of 300 feet, sizes  $\frac{1}{2}$ -inch and  $\frac{3}{8}$ -inch. The  $\frac{1}{2}$ -inch is more used than the  $\frac{3}{8}$ -inch. Before the war it was not enamelled. One Chinese importer stated that he believed the trade would return to the pre-war method.

## OTHER METALS, ETC.

Nickel cubes are said to be imported by one firm into Semarang; cupro nickel and nickel silver are also imported. Lead foil for lining tea chests is imported in two weights—2 and 4 ounces. The 4-ounce is used in locally-made tea chests. The two weights are in sizes 78 inches by 24 inches and 76 inches by 19 inches.

*Copper.*—The imports of copper are in plates red and yellow. The red plates are chiefly supplied by England, while Germany and France last year increased their imports at the expense of the United States, which at the moment is losing the market. Imports of red copper in plates amounted in 1922 to over 630,000 kg.; those of yellow copper in plates to 192,000 kg. Quotations for copper are in conformity with European prices.

*Zinc in Plates.*—Great Britain, Belgium, and Germany are recovering their pre-war trade from the United States.

*Drop Forgings.*—Drop forgings are generally from Holland and Germany.

*Metal Ceilings.*—In the boom years there was a demand for metal ceilings. Now asbestos board of very cheap quality seems to be in use. The only way to market metal ceilings would seem to be through architects. The demand has perhaps been overjudged. Ornamental ceilings are not wanted to any extent. Galvanized ceiling iron is generally used. The imports in 1922 were 750,000 kg.

## EXPANDED METAL

All sales of any make of expanded metal are governed by price. At the present time, owing to all expenditures for large construction works being curtailed on the ground of economy, the demand is small. When conditions improve, the Canadian manufacturer will find it necessary, if he wishes to enter this market, to pursue some such course as follows: (1) have relations with one technical house; (2) supply them regularly with c.i.f. prices Java port; (3) sell at a competitive price; (4) do all it can to lessen the bank's heavy charges on the importer for putting the financial end of the business through.

## WIRE

There is a good deal of wire imported in one form or another into the Netherlands East Indies. Galvanized, rope, barbed, fencing mesh and telephone wire all come in. They are dealt with under the following sub-heads:—

*Alpaca Wire.*—Alpaca wire is used for native bracelets, hair pins, whip stocks, etc. It is imported in reels of 2 catties ( $2\frac{2}{3}$  pounds) with brass tab showing gauge, etc. It must not be too hard nor too soft. Most of it is said to come from Austria. A competitive c.i.f. price in July, 1923, was said to be 150 glds. per picul. It is imported in gauges from 3 to 100 in varying assortments such as gauge 3,  $3\frac{1}{4}$ , 4, 5, 6, 7, 8, 9, 10 and to 20; gauge 20, 22, 25, 28, 30; gauge 35, 40, 50, 60, 70, and 100.

*Barbed Wire.*—Barbed wire is imported in reels of 45 kg. weight and 500 metres in length. There are 4 spikes per 3-inch. A competitive c.i.f. price in July, 1923, was said to be glds. 11.50. The gauge is  $12\frac{1}{2}$ .

*Copper Wire, etc.*—The importations of yellow copper wire into the Netherlands East Indies in 1922 amounted to 75,000 kg.

The writer found in July, 1923, that several importers were likely to be interested in wire for telegraphs, telephones, etc., from Canada if prices were suitable. One firm desired to act as agent for all types from  $\frac{1}{2}$  square metre up to 50 square metres. Another asked for c.i.f. prices of telephone wire 3 and 4 mm. packed in reels of 45 kilos.

*Galvanized Wire.*—Galvanized wire is in good demand. It should be shipped in 50-kg. reels burlapped. All gauges from 8 to 20 are in use, but mostly 8, 10 and 12. A competitive c.i.f. price in July, 1923, was \$4.60 (Canadian). The wire should not be too hard for this market.

*Galvanized Woven Wire Fencing.*—Only cheap makes of wire fencing are wanted on this market. It should be in rolls of 100 metres and about 1.40 metres wide.

*Netting.*—Wire netting (mosquito proof) is sold in finished brass, green and tinned. The green netting is usually 1-metre wide and in rolls of 10 lengths. The others are wider.

*Wire Ropes.*—There is a good call for wire rope in connection with aerial rope ways, mining and sugar factories. Many sugar factories use  $\frac{1}{2}$ -inch steel cable. One oil company's purchases of wire rope last year amounted to 100 tons. Some importers prefer the wire to be drawn from English steel billets.



## IMPORT REQUIREMENTS OF THE DOMINICAN REPUBLIC

TRADE COMMISSIONER G. R. STEVENS

### (CONCLUSION)

[Former reports in this series were published as follows: *Introductory* (Nos. 1036, 1037); *Foodstuffs* (No. 1038); *Soap and Hardware* (1039); *Building Materials* (No. 1040); *Hardware and Electrical Equipment* (No. 1041); *Textiles* (No. 1042); and the first section on *Specialty Trades* (No. 1043).]

### PHARMACEUTICALS AND DRUGS

The Dominicans are firm believers in remedies, and the imports of pharmaceuticals and proprietary medicines are fairly high. During the rainy and variable seasons, large quantities of these drugs are sold throughout the interior. In addition, there are considerable quantities of home remedies manufactured, and a good deal of quackery in their use. A majority of the patent medicines seen in Dominican shops had passed from the United States many years ago. In addition to this trade, however, there are moderate imports of standard drugs, and sound specifics. These remedies will in time replace the more questionable preparations. It is always a small-bottle trade in its beginnings, but any line having been introduced and a demand created, the demand switches easily to the larger containers. The chemists have no prejudice against British or Canadian preparations, as is often the case in continentally educated chemists, since practically all chemists are trained in the Dominican republic.

The present pharmaceutical suppliers are Parke, Davis & Co. of New York, Carlo Urbe (Italian), Dauss (French), and Commard (French). These firms have easily 80 per cent of the entire trade.

The imitation of proprietary medicines is carried on to a considerable extent in the Dominican republic, and any firm entering this field should register their trade marks. This involves the forwarding of the formula, and two samples of the proprietary article in question, to the Government Medical Service, together with a fee of \$5. Such action will prevent imitation, if the product ever becomes popular.

Participation in the pharmaceutical trade in Santo Domingo necessitates the appointing of an agent. The present companies are all represented by the leading foodstuffs wholesalers of San Domingo city, since these foodstuffs houses cover the entire republic more thoroughly than any other representatives. In addition, the retail distribution is an uncertain business, and it is much better to have accounts guaranteed by these reputable houses.

### PAPER TRADE

*Stationery and Fancy Goods.*—There are two large houses in San Domingo City who handle the majority of the paper imported into that centre. These houses are both wholesalers and retailers in San Domingo City, sell wholesale to general merchants in the interior, and to some extent in the seaport towns as well. Offers of paper lines should be made direct to these houses. If they will not buy outright, it is permissible to appoint them as agents. These houses have buying connections in New York, and on account of convenience they place as large a volume of business as possible there. Any Canadian paper house, with export offices in New York, would be in a position to obtain a share of their trade.

*Newsprint.*—The newsprint demand of the republic is not large. Probably 200 tons per year will cover the total newsprint demand. The leading newspaper has had considerable Canadian newsprint in the past, but has always purchased it through New York. Medium grades are used.

*Kraft and Wrapping Paper.*—There is a good sale for better-quality kraft and wrapping paper, and this line is handled by nearly all the leading general merchants. A number of inquiries for Canadian kraft and wrapping papers were made, with a view to obtaining supplies direct instead of through New York brokers. Canadian houses would do well to enter this field, as the business is in sufficient volume to be attractive, and little risk need be incurred.

As in Haiti, the great competitor to American wrapping paper is not the straw papers, but German kraits and manilas. These come in good qualities, at about \$2 per ream. The German 12-ream container is admirably adapted for distribution over considerable areas. In addition, the lightness of the crates minimizes customs charges when levied upon gross kiloage, a common method in many Spanish countries.

*Bonds and Writing Papers.*—The leading houses showed good qualities of sulphite bonds of good weights and finishes. The leading lines were moderately priced American papers, such as "Lackawanna," "Globe," and "Hammermill"; but better-quality papers than these may be placed. Some linen papers were seen. A specialty paper in considerable demand was a stiff rag paper, for formal notices. These better-class goods are sufficiently in demand to warrant considerable stocks. In manufactured stationery the quality is equally good. French and American specialty lines, both in pads and packages, are used, and the better class of Canadian or British stationery would suit this demand.

*Special Papers.*—There is very little market for special papers in the Dominican Republic, except for tissues. There is a moderate sale of American tissues, which are handled not by the stationery houses, but by the hardware trade. These tissues come in cases of 90 pounds deadweight, in a number of well-known brands.

#### WOOD PRODUCTS

(NOTE.—For Lumber, Laths, etc., see section under "Building Materials" published in No. 1040.)

*Box Shooks.*—There is a very limited sale for box shoos in this republic. Small importations are made from time to time for the liquor and cigar trade, and a small shook comes from Southern American mills for rum and mineral waters. It is stamped for the local trade, and is relatively cheap. The cigar shoos are already cut, and are only assembled in Santo Domingo. One or two inquiries were made regarding the prices of Canadian cedar for this latter shook.

*Cooperage Stock.*—Formerly there was quite a good market for tight cooperage among the sugar estates, whose molasses provides a considerable proportion of their revenue. Of late, however, wooden barrels have been replaced by gasoline drums, which are obtainable at about \$7 each. As the molasses is emptied into tank ships at the ports, the drums are returnable, and a considerable saving is effected. There is therefore no demand for tight cooperage of any importance at present.

*Railway Ties.*—This is a local industry of considerable dimensions. There is no market for creosoted ties; hardwood ties can be obtained in quantities for 20 cents each. A good business is done with Port-au-Prince in hardwood ties, at \$1 each.



## IMPORT REQUIREMENTS OF HAITI

TRADE COMMISSIONER G. R. STEVENS

*[Former reports in this series were published as follows: Introductory (No. 1038); Foodstuffs (Nos. 1039, 1040); Hardware, Agricultural Implements and Building Materials (No. 1041); Paints and Varnish, Household and Miscellaneous Hardware, etc. (No. 1042).]*

### Textiles

In no department of her imports does Haiti show such unanimity of demand as in textiles and piece goods. The present-day imports are the lineal descendants of the coarse, uncoloured weaves of a half century ago. It is the only part of the Caribbean into which the multi-coloured American prints, so beloved of the lower-class population of the British colonies, have not penetrated. In the markets of Haiti one may obtain a bird's-eye view of several acres of market women upon a Saturday morning without a single note of colour in the entire field. This decorative restraint is due solely to poverty, and the reason why drills and denims predominate in place of prints is because pound for pound and yard for yard they are much more enduring.

In the distribution of piece goods, another distinction to be noted is the relative subservience of the Syrian textile merchants. Although the expulsion of the Syrians some years ago was rendered ineffective through the majority of the deportees acquiring other nationalization immediately and returning, the textile trade has remained in the hands of the large importing merchants to a much larger extent than in more pacific countries. On this account, the trade as a whole is on a sounder footing.

While Haiti suffered from enormous over-stocking during the peak years, yet importing houses were in a better position to finance such stocks, and probably the textile market in this republic would have been fairly normal by now if it were not for the dumping which occurred when the break in prices came in 1920-21. With wharves and warehouses full to overflowing with piece goods, it was not strange that extraordinary credits were granted to retailers. However, the large merchants, who constitute the only safe importers, are emerging from their difficulties, and they are perfectly safe accounts at present. Furthermore, these large merchants are intent upon supplying just as high a class of goods as the market will stand. At present they buy for cash, and only stock immediate requirements. The up-and-down nature of the cotton market during the past season has been telling against extensive buying, particularly in the case of cheaper lines, and the short purchases thus engendered have aided considerably in restoring the situation. One may therefore speak of the condition of the textile trade in Haiti as superior to that of other parts of the Caribbean; but for the markedly primitive demand, the market would be well worth the consideration of British and Canadian exporters.

In relation to cheaper lines of piece goods, the risk of introducing new lines should be noted. Drills and denims, and in some degree prints, are trading lines which are carried into the mountains to exchange for coffee. In this trade nothing but customary goods of customary appearance can be used. This fact, probably more than any other, has militated against the introduction of coloured and fine goods, and only a great increase in the price of American drills and denims would prompt sales of any importance in other qualities of cotton.

### GREY COTTONS

There is a very large trade in the roughest qualities of grey cottons. There would be no purpose in commenting upon this business, however, as neither Canada nor Great Britain is in a position to compete with the Southern States of America in this class of goods.

## DRILLS AND DENIMS

Rough drills and denims are imported in large quantities to supplement grey cottons. These drills have always been more expensive than cotton prints, but offer better value in endurance. It is, however, curious to find that the light-weight drills sell much better than heavier qualities. The trade classifies denims into light, medium and heavy, and at least 75 per cent of these imports belong to the first of these classes. In the same way, while there are three customs widths for piece goods, namely 23-, 30- and 36-inch, fully three-fourths of all imports are of the widest weaves.

Manchester would appear to have dropped her drill and denim business entirely in this area. The reports of American consular officials before the war were full of comment upon Manchester imitations of American denims in this market, and these reports noted the increasing sale of the so-called "spurious" English weaves; since the war, however, no attempt has been made by Manchester to oust this American staple. A number of importers informed the writer that American prices on this class of goods had been stiffening for some time, and that an alternative source of supply would be welcome. It seems probable that any continued advance will improve the sale of cotton prints and sheetings at the expense of denims, as there is a very distinct price-range in these textiles which must not be exceeded. At present the price for the lighter quality denims in Haiti is 25 cents a yard, which is roughly four times the price of the cheapest coloured prints and twice the price of moderate-quality white sheetings. It is doubtful if denims could retain their present hold at such prices, if it were not that the majority of these cloths are not sold for actual cash, but are used in trading, where a less arbitrary price valuation can be fixed.

A number of dealers in drills and denims stated that they intended searching the Continental market for supplies of this material, if prices continued to appreciate.

## PERCALES

The drill and denim trade is supported by a blue specialty percale, which is very similar to a very light denim. These goods sell at about 16 cents per yard at present, and fair business is being done. It is useless to offer other than blue percales.

## COTTON PRINTS

While cotton prints do not play the predominant part in textile imports in Haiti as in the British West Indian Colonies, yet the opening of roads and the increase of the urban population are stimulating the sale of the standard American prints. In view, however, of the competition of drills and denims, it is useless to use cotton prints for trading purposes, and therefore the most important medium of distribution is cut off. As a further point against the cotton print, the use of denims and shirtings has been so marked in the past that Haiti is in many cases a "blue and white" country, and it is not particularly easy to sell goods stamped in the wide variety of colours offered by the cotton print.

The price range for cotton prints runs from 6 cents to 13 cents. At the bottom of this column are extremely cheap Carolina stampings of mediocre quality; at the top are the famous Everett "Classics," which make a strong showing. The demand, however, does not absolutely cease at 13 cents. There are some English and French prints imported, which sell sparingly at almost twice that figure. One dealer stated that before the war he had sent Everett "Classics" to Manchester to be imitated, and that the imitations were so



successful that he would pay an excellent price to secure such goods again. The present English prints, however, are of a considerably higher quality, with a quiet pattern, soft finish and loose thread, which permit them to resemble muslins somewhat. The leading importer who stocked these British goods was very optimistic about them; he stated his belief that Haiti was continually improving in the quality of her textile imports; that the roads now being opened throughout the republic would make Port-au-Prince a real capital and shopping centre.

#### WHITE SHEETINGS

White sheetings form the third section of Haitian textile imports. Before the war, a very large business was done in all white goods with Manchester, nearly three-quarters of the entire trade being placed there. Since the war, however, 80 per cent has shifted to the United States; Manchester supplies the remainder. As elsewhere, two factors have combined to replace English goods—the improved finish on cheap American sheetings, and the high price of the same cheap goods in the United Kingdom. There are no British goods imported now which can be sold for less than 15 cents per yard, and this represents about the maximum which the ordinary demand will stand. British goods consist almost entirely of fine grades in nainsook or mercerized finishes. Curiously enough, the prices of American sheetings do not seem to have risen with drills and denims, and at present there would appear to be little possibility of cutting into this valuable American trade.

#### GINGHAMS

The United States supplies gingham for Haiti, partly on price but largely on pattern. It is curious to note that American patterns always seem to take better upon coarsely woven goods, and it is a cheap, loose-threaded gingham that is required in Haiti. There is a small import of finer British weaves, for city sales only. A few French gingham and similar lines were on sale, but in spite of the preferential tariff, very few French textiles of any type were to be noticed.

### FINANCIAL CONDITIONS IN ARGENTINA

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, January 3, 1924.—In spite of the fact that the value of the peso has declined during the last twelve months from 38½ cents to 33 cents, one cannot look with anything but optimism towards the coming year. It is believed that, although a deficit of \$13,330,000 was anticipated in the budget, by cutting down the requirements of each department (even though these have been passed by Congress), the Minister of Finance will succeed in balancing accounts before the close of the fiscal year.

British railroads in Argentina have suffered very considerably on account of the fall in exchange, as it has resulted not only in a depreciation in the value of shares, but the loss through requiring to exchange depreciated currency into sterling for remission to London has very considerably reduced profits. There are few persons outside of Argentina who view with such concern the fall in the value of the peso, as do the London directors of the British railways operating in this Republic. Nevertheless, nearly all railroads report a very substantial increase in profits, due in part to increased rates but more especially to the revival in trade and the expansion of land area put under cultivation.

The total acreage of land sown for wheat, linseed and oats, which was 20,005,673 in 1922, increased to 25,216,960 in 1923, a growth of 25 per cent. Cattle slaughtered for the eleven months ending November, 1922, numbered 2,910,300, but for the year 1923 this total had increased to 4,030,911. Great progress has been made in the dairy industry: in 1910 Argentina imported 4,000 tons of cheese, whereas in 1922 she produced 24,000 tons and exported 6,535 tons. It is estimated that there will be available for export about 3,750,000 tons of wheat, 1,500,000 tons of corn, and 700,000 tons of linseed. It is expected that when the new season gets under way, probably the middle of February, it will require 1,000,000 tons of shipping per month to export this surplus of the new crop to Europe and elsewhere. Freight rates for February are already rising in anticipation of the increased demand for tonnage. The Minister of Agriculture is making a special study of the manner in which the production and quality of agricultural products can be increased as well as in developing new lines. Foreign experts have been induced to come to the country under contract covering, in some cases, a number of years.

British oil interests state that the petroleum production for the coming year should amount to 500,000 tons. This promises to become one of the important industries of the country. Building in Buenos Aires for the eleven months ending November has been the largest on record for any similar period. New accounts in the National Post Office Savings Bank for November showed an increase over the corresponding month of last year of 60 per cent. Customs receipts for 1923, up to December 26, amounted to \$87,000,000, while for the same period last year they were \$67,000,000.

## TENDERS INVITED

### New Zealand

Copies of specifications have been received from Mr. W. A. Beddoe, Canadian Trade Commissioner at Auckland, for equipment for the Auckland Electric Power Board, Auckland, and the Post and Telegraph Department, Wellington. These specifications are open for inspection at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Chairman, Auckland Electric Power Board, and the Stores Manager, Post and Telegraph Department, Wellington, in accordance with these specifications.

#### AUCKLAND ELECTRIC POWER BOARD

Date of closing.	Particulars.
March 3, 1924.	Hard drawn bare copper cable: 40,000 yards .06 square inch section, 70,000 yards .04 square inch section.
March 3, 1924.	Insulators, high tension: 11,000 volt, 2,500 straight stems, with iron work, 250 shackles with iron work.
March 3, 1924.	One tower waggon, 3-ton chassis as specified.
March 3, 1924.	Transformers as specified.

#### POST AND TELEGRAPH DEPARTMENT

Feb'y. 26, 1924.	Twenty miles wire, copper, 1/20, vulcanized rubber insulated, taped to specification No. 116, dated April, 1921.
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## CANADIAN SAMPLE EXHIBIT IN MILAN

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, January 10, 1924.—Arrangements have been completed for a window display of Canadian products in the offices of *La Sera* newspaper in the Arcade Vittorio Emanuele, the centre of Milan's everyday life, during the months of March and April of this year. Concurrent with the exhibit advertisements will be published in the trade journal *Rivista d'Italia* calling attention to the Canadian exhibit, and to the many products which Canada is in a position to export to Italy.

It is the intention to rearrange the display every ten days, thus permitting during the two months the exhibition of six entirely different sets of samples. While a number of these have already been secured, Canadian exporters who are interested in the Italian market are invited to forward prepaid, as soon as possible, to the Canadian Government Trade Commissioner, 2 Via Carlo Cattaneo, Milan (2), small samples of their products as well as any display cards or photographs which might add to the attractiveness and enhance the value of the display.

Italy is now one of the most important European purchasers of Canadian products, and as the Milan Sample Fair during the month of April will attract thousands of business men from all parts of the world and especially from European countries, the opportunity of participating in a Canadian window display should appeal to Canadian exporters.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Colombian Customs Regulations Affecting Transfer of Ownership of Imported Goods

J. A. Gonzales P., Consul of Colombia in Montreal, has forwarded copy of recent regulations issued by the Colombian Government regarding the delivery and transfer of ownership of import of merchandise when sold en route or on arrival at Colombian ports. Article 1 of the Decree setting forth these regulations states: Previous to delivery at the Custom House of the imported merchandise to the consignees, a comparison shall be made there between the Sobordos and the Consular Invoices with the Bills of Lading, so as to verify all details concerning the specification of commodities, and the person or firm to whom they shall be duly delivered. Article 2 says: In case of endorsement as explained in Article 91 of Law 85, 1915, the endorsee, in order to acquire the right to the merchandise, must present at the Custom House, besides the endorsed Consular Invoice, the Bill of Lading legally endorsed to him by the consignee. Under Article 91 of Law 85, 1915, the invoices covering goods imported into Colombia may be endorsed before their arrival at the port of destination or at the time of making the Custom House declaration. In such case the customs duties are to be paid by the endorsee.

### Twenty Per Cent Increase in French Taxes Not Applicable to Customs Duties

The Honourable Thos. A. Low, Minister of Trade and Commerce, has received assurances from the French Government through the French Consulate in Montreal that the increase of 20 per cent in taxation which is now before the French Parliament will not apply to customs duties. According to press despatches, the measure providing for this increase in taxes was presented to

the French Chamber of Deputies by the Minister of Finance on January 17. Certain reports had stated that the 20 per cent increase would apply to all taxes, direct and indirect, but it is now made clear that customs duties—in other words, the taxes in which Canadian exporters would be especially interested—are not to be affected by the new law.

### Mexican Duties on Printed Catalogues

Mr. C. Noel Wilde, Canadian Trade Commissioner in Mexico, reports under date January 8, 1924, certain tariff changes, among which are the following: Printed catalogues, bound in cardboard, leather or cloth (Item 597-A), duty per kilo gross 0.50 peso; printed catalogues, bound in paper (Item 597-B), duty per kilo gross 0.25 peso. (Mexican peso equals about 50 cents in Canadian money. There is also a surtax of 12 per cent of the duty.)

### MAILS TO WEST INDIES, CENTRAL AND SOUTH AMERICA

The Post Office Department has furnished a table of sailings from which the following information for the guidance of Canadian firms writing to these areas has been compiled:—

Correspondence for the West Indies is forwarded by direct Canadian steamers or via New York, whichever route will give a quicker despatch, although letters marked for transmission by either route are forwarded in accordance with the endorsement.

Letters for Central America are forwarded via New York, with the exception of letters for British Honduras specially addressed "Via Halifax."

Letters for South American countries generally are also forwarded via New York, unless specially addressed "Via Halifax."

Following are the probable mails for the balance of the month of February "Via New York":—

#### For

Antigua, Dominica, Montserrat, St. Kitts-Nevis ..	..9, 14, 23, 28.
Argentina ..	..2, 8, 9, 16, 23.
Bahamas ..	..1, 7, 14, 15, 21, 22, 29.
Barbados, Guadeloupe and Martinique ..	..9, 14, 23, 28.
Bermuda ..	..Every Saturday and Wednesday.
Bolivia and Chile ..	..2, 7, 15, 21.
Brazil, North ..	..2, 9, 12, 14, 16, 22, 23, 29.
Brazil, South ..	..2, 9, 12, 14, 16, 22, 23, 29.
Colombia ..	..1, 2, 5, 6, 7, 13, 15, 20, 21, 25, 27, 28, 29 and every Wednesday.
Costa Rica ..	..Every Saturday and Wednesday.
Cuba ..	..Every Thursday, Friday and Saturday.
Curacao ..	..1, 2, 8, 9, 15, 16, 22, 23, 29.
Dominican Republic ..	..1, 2, 6, 8, 9, 15, 16, 23, 29.
Ecuador ..	..2, 5, 6, 7, 13, 15, 20, 21, 25, 27, 28.
Haiti ..	..1, 5, 8, 15, 22, 25, 29.
Honduras ..	..2, 5, 6, 7, 9, 13, 15, 20, 21, 23, 25, 27, 28.
Grenada, St. Vincent, Guiana, Trinidad ..	..9, 11, 14, 21, 23, 28.
Guadeloupe and British Honduras ..	..9, 23.
Jamaica ..	..9, 15, 23, 29 and every Wednesday, Friday and Saturday.
Mexico ..	..Every Thursday.
Nicaragua ..	..2, 5, 6, 7, 13, 14, 15, 20, 21, 25, 26, 27, 28.
Panama and Canal Zone ..	..2, 5, 6, 7, 13, 15, 20, 21, 25, 27, 28 and every Saturday and Wednesday.
Paraguay ..	..2, 8, 9, 16, 23.
Peru ..	..2; 7, 15, 21.
Porto Rico ..	..Every Saturday.
Salvador ..	..2, 5, 6, 7, 9, 13, 15, 20, 21, 23, 25, 27, 28.
Saba, St. Croix and St. Thomas ..	..Every Saturday, 14, 20, 28.
Turk's Island ..	..1, 6, 8, 9, 15, 16, 23, 29.
Uruguay ..	..2, 8, 9, 16, 23.
Venezuela ..	..1, 8, 15, 22, 29 and every Saturday.



## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JANUARY 28, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 28, 1924. Those for the week ending January 21, 1924, are also given for the sake of comparison.

	Parity		Week ending Jan. 21, 1924.	Week ending Jan. 28, 1924.
Britain .. . . .	1.00	\$4.86	\$4.3115	\$4.380
France .. . . .	1.	.193	.0456	.0475
Italy .. . . .	1.	.193	.0445	.0440
Holland .. . . .	1.	.402	.3789	.3833
Belgium .. . . .	1.	.193	.0418	.0426
Spain .. . . .	1.	.193	.1299	.1311
Portugal .. . . .	1.	1.08	.0375	.0321
Switzerland .. . . .	1.	.193	.1769	.1777
Germany .. . . .	1.	.238	....	....
Greece .. . . .	1.	.193	.0210	.0205
Norway .. . . .	1.	.263	.1426	.1397
Sweden .. . . .	1.	.268	.2660	.2697
Denmark .. . . .	1.	.268	.1660	.1640
Japan .. . . .	1.	.498	.4740	.4630
India .. . . .	1.	2s.	.3151	.3151
United States .. . . .	1.	\$1.00	1.0243	1.0290
Mexico .. . . .	1.	.498	.4881	.4965
Argentina .. . . .	1.	.424	.3356	.3383
Brazil .. . . .	1.	.324	.1114	.1144
Roumania .. . . .	1.	.198	....	....
Jamaica .. . . .	1.	4.86	4.3562	4.3902
British Guiana .. . . .	1.	1.	} .8901—.9184	} .8866—.9160
Barbados .. . . .	1.	1.		
Trinidad .. . . .	1.	1.		
Dominica .. . . .	1.	1.		
Grenada .. . . .	1.	1.		
St. Kitts .. . . .	1.	1.		
St. Lucia .. . . .	1.	1.		
St. Vincent .. . . .	1.	1.		
Tobago .. . . .	1.	1.	} .7328	} .7409
Shanghai, China .. . . .	1.	.708		
Batavia, Java .. . . .	1.	.402		
Singapore, Straits Settlements .. . . .	1.	.567		
			.5330	.5351

## OCEAN MAIL SERVICES

<i>With mails for</i>	<i>Steamer</i>	<i>Sailing from</i>	<i>Date</i>
<b>Great Britain and Countries via Great Britain.</b>			
" " " .. . . .	<i>Melita</i> .. . . .	St. John .. . . .	Feb. 14
" " " .. . . .	<i>Montrose</i> .. . . .	St. John .. . . .	Feb. 15
" " " .. . . .	<i>Berengaria</i> .. . . .	New York .. . . .	Feb. 16
" " " .. . . .	<i>Andania</i> .. . . .	New York .. . . .	Feb. 18
" " " .. . . .	<i>Albert Ballin</i> .. . . .	New York .. . . .	Feb. 19
" " " .. . . .	<i>Marburn</i> .. . . .	St. John .. . . .	Feb. 22
" " " .. . . .	<i>President Roosevelt</i> .. . . .	New York .. . . .	Feb. 23
Union of South Africa .. . . .	<i>Barracoo</i> .. . . .	St. John .. . . .	Feb. 15
Germany .. . . .	<i>Bolingbroke</i> .. . . .	St. John .. . . .	Feb. 20
Bermuda, Leeward Islands, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, British Guiana, Venezuela, St. Kitts, Antigua, Barbados, Trinidad, British Guiana .. . . .	<i>Chaudiere</i> .. . . .	Halifax .. . . .	Feb. 15
Bermuda, Bahamas, Jamaica, Colombia, British Honduras .. . . .	<i>Canadian Carrier</i> .. . . .	Halifax .. . . .	Feb. 22
Barbados, Trinidad, British Guiana .. . . .	<i>Canadian Forester</i> .. . . .	Halifax .. . . .	Feb. 21
Jamaica and Colombia .. . . .	<i>Bervyn</i> .. . . .	St. John .. . . .	Feb. 21
China and Japan .. . . .	<i>Caledonia</i> .. . . .	Halifax .. . . .	Feb. 13
Japan only .. . . .	<i>President Madison</i> .. . . .	Victoria .. . . .	Feb. 14
China and Japan .. . . .	<i>Manila Maru</i> .. . . .	Victoria .. . . .	Feb. 18
Australia and New Zealand .. . . .	<i>Philoctetes</i> .. . . .	Victoria .. . . .	Feb. 21
	<i>Maunganui</i> .. . . .	San Francisco .. . . .	Feb. 22

† Letter mail only. \* Parcel Post and specially addressed correspondence only.

- Papers, parcel post and specially addressed correspondence only.

: The *Melita* will also be used for direct mail for the continent including direct Parcel Post to France and Belgium.

The *Andania* will also be used for direct mail for the Continent including direct Parcel Post to France.

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

136. CHEESE.—A firm of agents and brokers in Cologne, Germany, wish to get in touch with Canadian exporters of Cheddar cheese.

137. PACKING-HOUSE PRODUCTS.—A firm of commission agents in Trinidad desire to obtain a Canadian connection for packing-house products, including butter and lard.

138. PACKING-HOUSE PRODUCTS.—A firm of provision dealers in Barbados desire to obtain a Canadian connection for packing-house products.

139. PACKING-HOUSE PRODUCTS.—A firm of manufacturers' agents in Barbados would like to obtain a Canadian connection for packing-house products.

140. CANNED SALMON.—A firm in Cologne wish to get in touch with reliable Canadian exporters of canned salmon with a view to receiving quotations.

141. TINNED LOBSTER.—A Brazilian firm wish to get into touch with Canadian exporters of tinned lobster, and would like to receive samples and quotations.

142. SMOKED HERRINGS.—A commission agent in Port-au-Prince, Haiti, desires to hear from Canadian firms exporting smoked herrings, etc., with regard to representation.

143. CONDENSED MILK.—A well-established Hamburg firm desire to get in touch with Canadian producers of condensed milk.

144. CONDENSED MILK.—A firm of commission agents in Trinidad would like to obtain a Canadian connection for condensed milk. Samples and terms to customers, etc., to be stated.

145. CONDENSED AND EVAPORATED MILK.—A firm of agents and brokers in Cologne, Germany, wish to get in touch with Canadian exporters of evaporated and condensed milk.

146. FLOUR.—A firm of agents and brokers in Cologne, Germany, wish to represent a leading Canadian flour mill.

147. GRAIN, ETC.—An Antwerp commission agent desires to establish relations with Canadian grain exporters; also for general foodstuffs.

148. WHEAT.—An old-established firm in Milan wish to communicate with Canadian exporters of wheat.

149. OATS.—A firm of commission agents in Trinidad desire to obtain a connection for oats; samples and full particulars.

150. OATS; OILMEAL.—A firm of provision dealers in Barbados would like to obtain a Canadian connection for oats and oilmeal.

### Miscellaneous

151. LAUNDRY SOAP.—A commission agent in Port-au-Prince, Haiti, solicits offers from Canadian manufacturers of a cheap grade of laundry soap who are not yet represented in that area; the soap to be put up in cases of 250 bars to the case. Quotations should be submitted c.i.f. Port-au-Prince.

152. JEWELLERY AND ELECTRO-PLATED WARE.—A jeweller carrying on business in Barbados would like to receive catalogues and price lists from Canadian firms for jewellery, sterling silver and electro-plated ware, cutlery and optical goods.

153. RAW SKINS.—An Antwerp importer desires to purchase raw skins from Canada.

154. CARPETS.—A London company which has previously handled Canadian-made carpets indirectly, are open to represent Canadian manufacturers of carpets of all descriptions suitable for use in the United Kingdom.

155. ASBESTOS FIBRE.—A firm in Vienna, Austria, of which the partners are British subjects, and which import asbestos fibre on behalf of important factories, would be glad to hear direct from Canadian producers.

156. FANCY GOODS; METAL PRODUCTS.—A London company which purchases on behalf of customers and branches in Europe and other countries, is prepared to consider offers from Canadian manufacturers of fancy goods, including picture frame mouldings, frames, etc.; also iron and steel products, such as cast-iron pipes, tubing, steel sectional material, etc.

157. OAK PUNcheon SHOOKS.—A Birmingham house with large plantations in the British West Indies desire quotations f.o.b. Canadian seaboard for oak puncheon shooks suitable for shipping lime juice, in capacities of 115 gallons each.



158. WHITE OAK OIL BARREL SHOOKS.—A Birmingham house with large plantations in the British West Indies desire quotations f.o.b. Canadian seaport for white oak oil barrel shocks suitable for shipping cottonseed oil in 36- to 40-gallon barrels.

159. LAMP CHIMNEYS.—A firm of commission agents in Barbados would like to obtain a Canadian connection for lamp chimneys.

160. SPLIT SHOE PEGS.—A firm in Christiania, Norway, wish quotations on split shoe pegs (not ribbon machine pegs).

161. SHOE RIVETS.—A Singapore commission agent desires assorted samples and c.i.f. prices of cobblers' rivets, nails and tacks, etc., so that he can canvas the market and indent on the manufacturer. Samples on file.

162. WIRE NAILS.—A commission agent in Singapore desires samples and c.i.f. price for wire nails, plain heads and checkered, sizes  $\frac{1}{2}$ -inch to 6-inch. Will canvas the market and indent on the manufacturer.

## PROPOSED SAILINGS FROM CANADIAN PORTS

*Subject to change without notice. The sailing dates are approximate.*

### From St. John

To LIVERPOOL.—Montcalm\*, Feb. 8; Montrose, Feb. 15; Marburn\*, Feb. 22; Montclare\*, Feb. 29—all of the Canadian Pacific Steamships, Ltd.

To LIVERPOOL AND GLASGOW.—Marloch\*, Canadian Pacific Steamships, Ltd., March 8.

To LONDON.—Balfour†, Canadian Pacific Steamships, Ltd., March 8.

To LONDON AND HULL.—Appomattox†, Feb. 6; Cornish Point†, Feb. 19—both of Furness Line.

To LONDON AND ANTWERP.—Canadian Planter, Feb. 13; Canadian Explorer, Feb. 27; Canadian Ranger, March 12—all of Canadian Government Merchant Marine, Ltd.; Brandon†, Canadian Pacific Steamships, Ltd., March 1.

To LONDON AND HAMBURG.—Brecon†, Feb. 9; Bolingbroke†, Feb. 20—both of the Canadian Pacific Steamships, Ltd.

To LONDON AND ROTTERDAM.—Welland County†, Intercontinental Transport Services, Ltd., Feb. 22.

To ANTWERP AND HAVRE.—Essex County, Intercontinental Transport Services, Ltd., Feb. 12.

To CHERBOURG, SOUTHAMPTON AND ANTWERP.—Melita, Canadian Pacific Steamships, Ltd., Feb. 14.

To SOUTHAMPTON AND ANTWERP.—Melita, Canadian Pacific Steamships, Ltd., March 19.

To GLASGOW.—Batsford\*, Feb. 16; Metagama\*, March 7—both of Canadian Pacific Steamships, Ltd.; Kastalia†, Anchor-Donaldson Line, March 7.

To GLASGOW AND AVONMOUTH.—Lakonia†, Anchor-Donaldson Line, Feb. 15.

To MANCHESTER.—Manchester Corporation\*, Feb. 9; Manchester Shippert†, Feb. 28; Manchester Brigade, March 8—all of Manchester Line.

To CARDIFF AND SWANSEA.—Canadian Leader\*, Feb. 16; Canadian Mariner, March 4—both of the Canadian Government Merchant Marine.

To BELFAST AND DUBLIN.—Lord Londonderry, Feb. 10; Melmore Head, March 12—both of Head Line.

To HAMBURG.—Balfour†, Canadian Pacific Steamships, Ltd., March 8.

To HAVRE AND HAMBURG.—Brant County, Intercontinental Transports, Ltd., Feb. 27.

To ROTTERDAM AND HAMBURG.—Porsanger, Intercontinental Transports, Ltd., Feb. 9.

To SCANDINAVIAN AND BALTIC PORTS.—Arkansas, March 2; Virginia, March 4; Kentucky, March 9—all of the Scandinavian-American Line.

To AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—Trewyn, New Zealand Steamships, Ltd., Feb. 20.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO AND BUENOS AIRES.—A steamer, Houston Line, Feb. 10.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Borden†, Feb. 5; Berwyn†, Feb. 20; Borden†, March 13—all of Canadian Pacific Steamships, Ltd.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaudiere, Feb. 3; Chaleur, Feb. 17; Chignecto, March 2; a steamer, March 16—all of the Royal Mail Steam Packet Co.

To SOUTH AFRICAN PORTS, CAPE TOWN, PORT ELIZABETH, EAST LONDON, DURBAN AND DELAGOA BAY.—Barracoo, Elder Dempster Line, Feb. 15.

To HAVANA.—A steamer, Nagle & Wigmore, Jan. 30.

\* Cold storage.

† Sirocco fans.

**From Halifax**

To LIVERPOOL.—Regina\*, Feb. 17; Canada\*, March 2—both of the White Star-Dominion Line.

To LONDON AND HULL.—Appomattox†, Feb. 6; Cornish Point, Feb. 20—both of the Furness Line.

To HAVANA, LAGUAYRA (VENEZUELA), PORT OF SPAIN, MONTEVIDEO AND BUENOS AIRES.—Maria Pinango, Linea Hispano Americana de Vapores (I. H. Mathers & Son, agents), Feb. 10.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, Feb. 8; Canadian Carrier, Feb. 22; Canadian Squatter, March 7—all of Canadian Government Merchant Marine.

To BERMUDA, NASSAU, KINGSTON AND BELIZE.—Canadian Forester, Feb. 21; Canadian Fisher, March 13—both of Canadian Government Merchant Marine, Ltd.

To BERMUDA, ST. KITTS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaudiere, Feb. 15; Chaleur, Feb. 29; Chignecto, March 14; a steamer, March 28—all of the Royal Mail Steam Packet Co.

To CUBA AND JAMAICA.—Canadian Forester, Canadian Government Merchant Marine, Feb. 21; Caledonia, Feb. 13; Andalusia, Feb. 27; Caledonia, March 12—all of Pickford & Black, Ltd., Halifax.

To PLYMOUTH, CHERBOURG AND LONDON.—Andania, Feb. 18; Antonia, March 3—both of Cunard Line.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Trewyn, New Zealand Shipping Co., Ltd., Feb. 20; Canadian Spinner, Canadian Government Merchant Marine, Feb. 22.

**From North Sydney, N.S.**

To NEWFOUNDLAND.—Kyle, Newfoundland Government Railway Commission, tri-weekly (Tuesday, Thursday and Saturday).

**From Vancouver**

To AVONMOUTH.—Canadian Freighter, Canadian Government Merchant Marine, Feb. 25.

To LIVERPOOL, LONDON, ROTTERDAM AND ANTWERP.—Drechttyk\*, Holland-American Line, middle of February; Loch Gail\*, Royal Mail Steam Packet Co., middle of March.

To BORDEAUX, HAVRE AND ANTWERP.—Hudson, French Line, Feb. 11.

To SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Traveller\*, Canadian Government Merchant Marine, March 11.

To NAPIER, NEW PLYMOUTH, LYTTELTON AND DUNEDIN.—Waihemo, Canadian-Australasian Line, Feb. 16.

To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Line, March 14.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Feb. 8; Makura, March 7—both of Canadian-Australasian Royal Mail Line.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Empress of Asia, Canadian Pacific Steamships, Ltd., Feb. 7; Manila Maru, Feb. 9; Hawaii Maru, Feb. 13; Alabama Maru, March 1—all of the Osaka Shosen Kaisha Line.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific Steamships, Ltd., March 6.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Philoctetes, Feb. 7; Tyndareus, Feb. 26—both of the Blue Funnel Line.

To YOKOHAMA, KOBE, MOJI, SHANGHAI AND NAGASAKI.—Manila Maru, Osaka Shosen Kaisha, Feb. 8; Hawaii Maru, Osaka Shosen Kaisha, Feb. 12.

To YOKOHAMA AND KOBE.—Toyooka Maru, Feb. 10; Toyama Maru, March 2; Iyo Maru, March 10—all of the Nippon Yusen Kaisha Line.

To YOKOHAMA, KOBE, MOJI, SHANGHAI AND HONG KONG.—Alabama Maru, Osaka Shosen Kaisha Line, March 1.

To YOKOHAMA.—Canadian Britisher, Feb. 25; Canadian Scottish, March 2—both of Canadian Government Merchant Marine.

To YOKOHAMA, KOBE, NAGASAKI AND SHANGHAI.—Arizona Maru, Osaka Shosen Kaisha Line, March 21.

**From Victoria**

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Royal Mail Line, Feb. 9; Makura, Canadian-Australasian Line, March 8.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Philoctetes, Feb. 7; Tyndareus, Feb. 26—both of the Blue Funnel Line.

To YOKOHAMA, KOBE, SHANGHAI, HONG KONG AND MANILA.—President Madison, Feb. 14; President McKinley, Feb. 26; President Jackson, March 9—all of the Admiral Oriental Line.

\* Cold storage.

† Sirocco fans.



## COMMERCIAL INTELLIGENCE SERVICE

(For List of Canadian Trade Commissioners and Commercial Agents, see back page)

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### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W. 1, England. *Cable Address, Dominion, London.*

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#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

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#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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### ENLARGED CANADIAN TRADE INTELLIGENCE

Under an arrangement made by the Minister of Trade and Commerce with the Secretary of State for the Colonies, the services of the British Commercial Diplomatic Officers, as well as those of British Consuls, will be available for Canadian firms, who are at liberty to apply direct to them for information as to the possibilities of sale of Canadian products, the method under which business is conducted, and the best means of getting into touch with markets. The arrangement referred to applies to all countries in which Canada is not represented by her own Commercial Intelligence Service.

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### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

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### BRITISH TRADE COMMISSIONERS SERVICE

In connection with the British Trade Commissioners Service which is now established in British possessions overseas, the British Government has placed the services of the Trade Commissioners at the disposal of Canada, especially in those overseas British possessions where Canada has no representatives of its own.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164,  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also  
for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300,  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhuspladsen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of the  
Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 239;  
office, 504 Osaka Shosen Kaisha Building, Kobe  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num.  
126-bis, Mexico City. Office, Edificio Banco de  
Londres y Mexico, Num. 30. *Cable Address,  
Cancoma.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street,  
Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Acting Trade Commissioner, Sun  
Building, Clare street, Bristol. *Cable Address,  
Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scot-  
land. (Territory covers Scotland and Ireland.)  
*Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.



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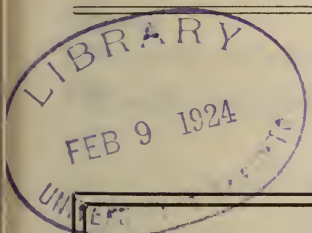
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# Commercial Intelligence Journal

Vol. XXX

February 9, 1924

No. 1045



Trade Com. D. H. Ross's Forthcoming Visit to Canada  
Financial and Commercial Conditions in Australia  
Trade of the United Kingdom for the Year 1923  
Present Condition of Timber Trade in Great Britain  
Market for Electrical Equipment in New Zealand  
Leather Market in the Countries of Northern Africa  
Trade Inquiries for: Provisions and Canned Goods;  
Flour; Packing House Products; Casings; Phonographs

## DEPARTMENT OF TRADE AND COMMERCE OTTAWA, CANADA

MINISTER  
HON. THOS. A. LOW

DEPUTY MINISTER  
F. C. T. O'HARA

COMMERCIAL INTELLIGENCE SERVICE  
H. R. POUSSETTE, Director

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Ottawa

FEBRUARY 9, 1924

No. 1045

## TRADE COMMISSIONER D. H. ROSS'S PROSPECTIVE VISIT TO CANADA

It is expected that Mr. D. H. Ross, Canadian Trade Commissioner to Australia, will arrive in Canada via Vancouver in the first week of April next, and will make a tour of the Dominion, in order to afford exporters interested in the Australian market an opportunity of interviewing him. Canadian firms who wish to interview or be brought into touch with Mr. Ross, are invited to communicate with the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

## FINANCIAL AND BUSINESS CONDITIONS IN AUSTRALIA

Mr. D. H. Ross, Canadian Trade Commissioner in Melbourne, sends under date February 4, 1924, the following cable descriptive of financial and business conditions in Australia:—

"Customs revenue for seven months to end of January totalled £21,150,000, showing increase of £1,836,000 over previous similar period, and postal revenue aggregated £5,788,000, an increase of £127,000. Commonwealth Government is shortly issuing internal loan of twenty million sterling to redeem war gratuity bonds and little difficulty anticipated. Estimated about 82 million bushels this season's wheat available for export from Australia. To-day's export price is about 4s. 6½d. per bushel free aboard. All available shipping space for February and March has been booked. Owing to scarcity of freight, considerable business in flour has been lost to Australian millers. Present export price in 150-pound bags is £9 13s. 9d. per ton free aboard. Australian cotton from the boll to finished cloth will form interesting exhibit at British Empire Exhibition, thus attracting attention to encouraging production advances, particularly in Queensland, where inquiries for cotton are being received from many countries. The extraordinary demand from all countries for wools of practically every type continues unabated, and recent sales have reached highest point for the current season. As Australian wool sales close before end of March, the tendency through strong competition is towards hardening prices, thus emphasizing marked favour in which this commodity is held by oversea manufacturers. Most encouraging oil find in history of Commonwealth recently struck in Queensland, causing considerable speculative interest. Number of prominent American experts now reporting on supposed oil belts throughout Australia. Adverse exchange in January caused many North American indents being held up pending anticipated improvement in conversion rates which have substantially improved during last week. Climatic conditions generally favourable, though Queensland requires more rain. Indents for heavy general and builders' hardware are being freely placed, while demand for dry goods is depressed through importers' heavy accumulations of stocks. Trade is upon sound basis with favourable outlook."

## AUSTRALIAN CANNED FRUIT PRODUCTION

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, December 31, 1923.—The fruit canneries in Australia were later than usual in beginning operations on this season's fruit, but a start has now been made by some factories in New South Wales and Victoria, and it is expected that the majority will be in full swing in a few days, when more fruit is available. It is officially estimated that 24,500 tons of fresh fruit will be processed during the season for home consumption and export, which when canned will amount to 2,100,000 dozen 30-ounce tins. The varieties of fruit and quantity of each to be treated are apricots (2,500 tons), clingstone peaches (10,500 tons), freestone peaches (2,500 tons), pears (3,500 tons), and pineapples (5,500 tons).

Owing to the severe losses incurred by the Commonwealth Government in guaranteeing a price on previous seasons' packs, a request for a guaranteed price for the present season was refused, but a subsidy on production and export, amounting to a total sum of £141,000, was offered to and accepted by those engaged in the industry. As the large surplus stocks held in London and Australia from previous packs have now been disposed of, the official board created to control sales will shortly cease to exist, and canners are to establish their own organization to provide for future sales.

## LOSS OF AUSTRALIAN BOOT EXPORT TRADE

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, December 31, 1923.—The expectations of two or three years ago that the export of leather footwear from Australia would show considerable future development have not been realized. During the statistical year ended June 30, 1919-20, the exports of Australian footwear, mainly of leather, amounted in value to £837,322, but in 1921-22 they had declined to £112,782, and in 1922-23 to £27,047. For the first four months of the current year (1923-24) the value was only £7,845.

Recent comment on the position by a leading trade journal states that practically every export field has been lost owing to the inability of the domestic product to compete in price with those of other origin in oversea markets, such as South Africa and New Zealand, with which countries a profitable trade in boots and shoes formerly existed. China, Singapore, Java and the adjacent islands, with which at one time the prospects of developing trade appeared very promising, have also ceased to display interest in the Australian product. While the high customs duties afford adequate protection to Australian manufacturers in the domestic markets, the almost total loss of export trade is being severely felt and considerable contraction in the industry appears to be inevitable.

According to the latest available statistics, in 1921-22 there were 744 boot factories in Australia employing 20,390 operatives and paying £3,050,125 in wages. The value of the output of these factories for the year is given as £10,241,279.



## EXTENSION COURSE IN EXPORT TRADE

The Extension Course in Export Trade to take place at the Ecole des Hautes Etudes Commerciales de Montreal, to which reference was made in the January 5th and 12th issues of the *Commercial Intelligence Journal*, will be held from the 11th to the 23rd of this month. The programme of lectures is given hereunder, a copy of which may be obtained by application to the Director, Commercial Intelligence Service, Ottawa.

### The Theory of International Trade

**The Economic Resources of Canada—Raw and Manufactured Products.**

**Present Condition and Development of the Foreign Trade of Canada**

Mr. FRANÇOIS VEZINA, professor at l'Ecole des Hautes Etudes Commerciales.

**The Exchange Medium (Metallic and Fiduciary Money)**

Mr. EDOUARD MONTPETIT, professor at l'Ecole des Hautes Etudes Commerciales.

**Banks and Their Relation to Foreign Trade**

Mr. LUCIEN FAVREAU, professor at l'Ecole des Hautes Etudes Commerciales.

**Free Trade and Protection from a General and Theoretical point of view and from the Canadian Point of View in Particular.**

**Customs Tariffs and Commercial Treaties**

Mr. JEAN DÉSY, professor at l'Ecole des Hautes Etudes Commerciales.

**Balance of Trade and Balance of Accounts—Foreign Exchange**

Mr. EDOUARD MONTPETIT, professor at l'Ecole des Hautes Etudes Commerciales.

### The Technics of International Trade

**The Use of Places and Sales Methods in the Principal Countries where Canada is exporting.**

**Documentation and Methods of Payment**

Mr. VICTOR DORÉ, professor at l'Ecole des Hautes Etudes Commerciales.

**The Object of Correspondence in Export Trade**

Mr. LÉON LORRAIN, professor at l'Ecole des Hautes Etudes Commerciales.

**Land Transportation; Railway and River Transportation**

Mr. PAUL MERCIER, Consulting Engineer.

**Ocean Transportation; the Large Mercantile Marines and Main Types of Vessels.**

**Ocean Shipments—Chartering—Estimate of Freight Costs**

Mr. J. M. QUEDRUE, High-Seas Captain.

**Harbour Equipment**

Mr. M. P. FENNELL, Jr., General Manager, Montreal Harbour.

**Marine Insurance—Gross and Particular Averages;**

**Sea Risks—Insurance Premium—Obligations of the Insurer and the Insured—Relinquishment**

Mr. LÉON MERCIER-GOUIN, lawyer, professor at l'Ecole des Hautes Etudes Commerciales.

**Why and How to Export?**

Mr. HENRY LAUREYS, Director of l'Ecole des Hautes Etudes Commerciales.

### Practice of International Trade

**The Japanese Market**

Mr. A. E. BRYAN, Trade Commissioner at Kobe (Japan).

**Trade Relations between Jamaica and Canada—Possibilities of Development**

Mr. G. R. STEVENS, Trade Commissioner at Kingston (Jamaica).

**The Best Packing Methods for Export**

Mr. Y. LAMONTAGNE, Junior Trade Commissioner, Ottawa.

**Trade Relations between France and Canada**

Mr. G. PARIZEAU, Junior Trade Commissioner, Ottawa.

**The Export Trade in Wood, Pulp and Paper**

Mr. PAUL-EMILE PICHÉ, Director of the Three Rivers Paper School.

**The Export Trade in Canadian Agricultural Products**

Mr.....

**The Export Trade in Dairy Products**

Mr. LOUIS BOURGOIN, Chemical Engineer, the "Montreal Dairy".

## THE TRADE OF THE UNITED KINGDOM IN 1923

TRADE COMMISSIONER HARRISON WATSON

London, January 18, 1924.—The past year resembled its immediate predecessors in so far that the prevailing conditions caused constant difficulty and anxiety to almost every branch of trade and industry.

In the concluding months, however, there were distinct signs of greater activity in home trade which, if partly due to special causes, is encouraging, and as export trade has been well maintained—although on the reduced level experienced since the war—there seems to be a general impression that the outlook has become more favourable.

As so many previous predictions of permanent trade improvement have unfortunately turned out to be illusory, it appears useful to examine the grounds upon which this fresh anticipation of better times is based.

In the first place there was a marked improvement in unemployment during 1923, and if it had not been for a relapse during the last fortnight of December, the reduction would have been considerably greater than the 235,778 officially recorded. The number still unemployed (1,250,100) is, however, appalling.

It is the experience of economists that a rise in prices is the forerunner of improved trade, and after the practical stabilization of wholesale prices for several months, a steady rise has been taking place since the middle of the year.

The increased weight of freight carried by the British railways during 1923, in comparison with 1922 and 1921, is another favourable factor. There has also been a substantial advance in the output of some of the basic industries, notably iron and steel, and a larger production in the important coal mining industry.

Upon the debit side of the ledger, the political and economic unrest in many European countries still continues, and as this is largely responsible for the general dislocation existing all over the world, the long awaited revival in export trade which is so vital to the welfare of Great Britain seems as far distant as ever.

While there was a slight reduction in the income tax, the present figure of 4s. 6d. in the £1, together with other imposts, continues to form a crushing burden on business of all kinds, and moreover adversely affects the spending power of the population. Financial returns indicate that there will be no budget surplus this financial year, and possibly a deficit: no abatement in taxation therefore is in sight.

While welcoming the greater cheerfulness which is current regarding home trade, it should not be lost sight of that the improvement now being experienced is partly due to exceptional measures which are being taken to alleviate the present distress, such as the decision of the railways to make a capital expenditure of £35,000,000, or possibly more, upon rolling stock and other equipment. This, if the most notable, is only one of many similar expedients adopted by Government departments, municipal authorities, and others, to provide employment.

To sum up, while it is to be hoped that the bottom has been touched, and permanent recovery has set in, the foregoing features, combined with the apprehension now felt in many quarters over the existing political situation, seem to render the immediate outlook somewhat uncertain.

### TOTALS OF IMPORT AND EXPORT TRADE

Upon previous occasions it has been customary to compare the trade statistics of the year being dealt with with previous returns. Such contrast is rendered at least difficult upon the present occasion from the fact that since the



1st April last the trade of the Irish Free State is omitted from the United Kingdom returns.

The Board of Trade has recently issued an estimate of the probable figures of Irish trade with the United Kingdom during the year, which enables adjustment, and taking this into consideration, and also the recent rise in wholesale prices, it seems certain that the overseas trade of the United Kingdom in 1923 was somewhat greater than that of 1922.

In any case the following are the details, in comparison with 1922 and 1921:—

	1923	1922	1921
Imports .. . . .	£1,098,015,585	£1,003,098,899	£1,085,500,061
Exports (British) .. . . .	767,328,656	719,507,410	703,399,542
Re-exports .. . . .	118,572,694	103,694,670	106,919,306
Total .. . . .	<u>£1,983,916,935</u>	<u>£1,826,300,979</u>	<u>£1,895,818,909</u>

### NOTES ON CONDITIONS IN 1923

Before proceeding to a detailed examination of the trade returns for 1923 in their various aspects, it seems interesting to elaborate some of the most noteworthy features of the year, to which brief reference has already been made.

*Movements of Commodity Prices since 1914.*—A matter of definite importance which directly affects trade is the almost uninterrupted advance in prices which has taken place since last June, and in illustration of this the table published by *The Economist* is reproduced below. This shows not only the details of the year's movements, but records the course of prices since 1914:—

End of	Cereals and Meat	Other Food	Textiles	Minerals	Miscellaneous	Total
July, 1914 .. . . .	100	100	100	100	100	100
Dec., 1918 .. . . .	226	222	293	186	241	237.5
Dec., 1919 .. . . .	249	250	396	247	263	287.1
Mar., 1920 .. . . .	261	260	484	269	309	325.6
Dec., 1920 .. . . .	233	229	209	261	230	230.9
Dec., 1921 .. . . .	159	180	180	164	163	169.6
June, 1922 .. . . .	174	192	184	149	160	171.1
Sept., 1922 .. . . .	151	194	181	150	148	163.3
Dec., 1922 .. . . .	149	200	193	152	146	166.2
Mar., 1923 .. . . .	143	114	191	181	144	171.2
June, 1923 .. . . .	141	220	191	167	137	167.7
July, 1923 .. . . .	141	215	181	160	135	163.1
Aug., 1923 .. . . .	143	216	182	158	134	163.3
Sept., 1923 .. . . .	142	222	197	158	134	167.6
Oct., 1923 .. . . .	142	220	198	163	134	168.4
Nov., 1923 .. . . .	144	226	226	166	135	177.0
Dec., 1923 .. . . .	148	231	225	167	136	178.6

While the position admittedly contains elements of satisfaction, the resultant considerable increase in retail prices is not only unwelcome, but partly responsible for labour dissension which has already broken out in several branches of trade.

As regards 1923, it will be observed that fluctuations have been much greater in some lines than in others, because while a particularly heavy increase has been experienced in the price of textiles, the alteration in others has been much less, and indeed, in one of them, the "Miscellaneous" section (which includes timber, leather, oils, etc.), there has been an actual reduction.

*Iron and Steel Trade.*—Previous reference has also been made to the considerable increase in the output of iron and steel which took place in 1923. According to figures compiled by the National Federation of Iron and Steel Manufacturers, the respective productions of pig-iron and steel ingots and castings in 1923 were 7,438,500 tons and 8,488,900 tons, in comparison with 4,902,300

tons and 5,880,600 tons in 1922. The recovery in such a representative industry is extremely satisfactory, even if largely due to the situation resulting from the occupation of the Ruhr.

*Shipbuilding.*—The experience of another and equally representative industry of the country—shipbuilding—unfortunately, presents a picture which is in striking contrast, for according to figures issued by Lloyd's Register of Shipping for the quarter ended the 31st December, 1923, the tonnage of vessels actually under construction amounted to only 1,231,000 tons, in comparison with the pre-war average of 1,890,000 tons, or a reduction of about one-third. The shipyards of the United Kingdom, it should be remembered, have been very adversely affected by the strikes which have prevailed during the greater part of the year, and there is hope that the completion of delayed arrears of work, supplemented by the construction of important ships for which orders have been placed, will provide steady employment for some months ahead.

*Agriculture.*—Another branch of industry which has experienced a particularly bad year is agriculture, and the present plight of farmers is causing considerable anxiety, because so far such remedies as have been suggested seem quite unequal to providing the relief so urgently needed. As it is recognized that the United Kingdom can only produce a relatively small proportion of even those articles of food which are absolutely essential to the existence of its population, the necessity of not only maintaining but increasing national production is one of the few lessons of the war which has not been forgotten.

An important event of the year in connection with agriculture was the appointment of a Government committee to investigate "the methods and costs of marketing and distributing agricultural, horticultural, and dairy produce, and the difference between the prices received by the producer and those paid by the consumer." The series of reports which have recently been issued, while primarily intended for home consumption, contain much that is of interest to Canadian farmers and exporters of agricultural products generally, particularly the findings and recommendations relating to the excessive profits of middlemen, and what are considered the unnecessarily high freight rates charged by the United Kingdom railways.

*New Capital Issues.*—While the circumstances attending trade and finance are frequently quite different, it seems well to note that new capital issues made in Great Britain during 1923, although showing a slight reduction, did not deviate markedly from the aggregates of the two preceding years. The most interesting point in this connection is, however, that the proportion of these issues destined for overseas countries was larger than in any year since the war, and moreover that the borrowings for countries within the British Empire were in 1923 nearly double what went to foreign countries. Investments in British undertakings, upon the other hand, declined heavily as compared with 1922.

In view of our monthly reports on trade conditions which are published in the *Commercial Intelligence Journal* regularly, it is unnecessary to make any further reference to this subject here. It will suffice to repeat that, whereas the circumstances attending business generally have been difficult throughout, there is considerable divergence in the experience of individual firms in so far that, while there have been further mortalities among some of the highly capitalized after-war formations, and several of the leading enterprises in different branches of trade and industry have reported a disastrous year necessitating the passing of dividends, quite a few businesses have enjoyed comparative prosperity with excellent results to the shareholders.

*Position of the Indent Houses.*—A branch of trade of special interest to Canada is the so-called "indent" houses who purchase upon behalf of overseas



customers all over the world, for the reason that they offer an outlet for certain lines of manufactured goods for which no profitable market exists in the United Kingdom itself. This office is in constant touch with many of these firms, and according to what is reported to us, indent trade has continued depressed and restricted in volume. Not only are conditions in many of the overseas countries unfavourable, but a number of even the most representative houses having experienced heavy losses since the war, are disinclined to take risks and are proceeding with great caution. A certain number of inquiries for Canadian products come to us, but there is so far little sign of any general recovery.

## TRADE RETURNS CLASSIFIED

The total statistics of overseas trade in 1923 according to value have already been reproduced earlier in this report, and as a preliminary to further examination, it is advantageous to also reproduce the general classification of imports, exports, and re-exports, as adopted by the Board of Trade, which is as follows:—

TABLE OF IMPORTS, EXPORTS AND RE-EXPORTS ACCORDING TO THE BOARD OF TRADE CLASSIFICATION, DURING THE CALENDAR YEAR: 1921, 1922, AND 1923

*(a) Imports, Value c.i.f.*

	1921	1922	1923
Food, drink and tobacco .. . . .	£567,005,947	£471,881,370	£510,532,556
Raw materials and articles mainly un-manufactured .. . . .	270,794,031	298,338,680	324,952,756
Articles wholly or mainly manufactured	244,480,368	229,749,590	257,109,440
Animals, not for food .. . . .	394,213	362,156	1,543,405
Parcel post, non-dutiable articles .. . . .	2,825,502	2,767,103	3,877,428
Total .. . . .	£1,085,500,061	£1,003,098,899	£1,098,015,585

*(b) Exports of Produce and Manufactures of the United Kingdom, Value f.o.b.*

	1921	1922	1923
Food, drink and tobacco .. . . .	£ 37,399,209	£ 36,301,190	£ 44,345,276
Raw material's and articles mainly un-manufactured.. . . .	63,594,875	101,965,214	130,808,728
Articles wholly or mainly manufactured...	588,889,124	568,524,060	580,025,749
Animals, not for food .. . . .	3,427,072	1,475,544	1,400,379
Parcel post.. . . .	10,089,262	11,241,402	10,748,524
Total .. . . .	£703,399,542	£719,507,410	£767,328,656

*(c) Exports of Foreign and Colonial Merchandise, Value f.o.b.*

	1921	1922	1923
Food, drink and tobacco .. . . .	£ 30,221,309	£ 21,757,353	£ 24,543,604
Raw material's and articles mainly un-manufactured .. . . .	50,037,281	55,063,197	66,773,626
Articles wholly or mainly manufactured	26,541,531	26,821,234	27,171,075
Animals, not for food .. . . .	119,185	52,886	84,389
Total .. . . .	£106,919,306	£103,694,670	£118,572,694

As regards *Imports*, "Food, Drink and Tobacco," as usual, provide about half of the total imports, and when it is realized that this item, together with "Raw Materials," represent £837,799,978 (or 77.2 per cent) of the aggregate imports (£1,098,015,585), the extent to which food and raw materials constitute the import requirements of this country, and the relatively small proportion of its needs in manufactured goods, will be appreciated.

Among "Raw Materials and Articles mainly Unmanufactured" imports of timber have been noticeably heavy, showing that the accumulated war stocks which have so long retarded business have at length been worked off. Indeed, while for the cause already explained, it is difficult to make definite comparisons with 1922, it seems certain that there have been increases in most of the items included in this classification, which is satisfactory in so far that they point to greater industrial activity.

It would also appear that imports of most lines of "Articles Wholly or Mainly Manufactured" have been rather larger.

While *Exports* appear to be about the same as in 1922, and possibly may exhibit some augmentation, it should be appreciated that this position is mainly due to the heavy export of coal, and the recovery of export trade in iron and steel products which is the direct result of the conditions created by the occupation of the Ruhr, and that export trade in most other directions, and notably in manufactured goods, has been somewhat disappointing.

Increased activity, however, has undoubtedly been exhibited in the *Re-export*, or *entrepôt* trade, the valuation of which was largely in excess of the two previous years.

It is interesting to note that the so-called "adverse balance," or the preponderance of imports over exports, was in 1923, £212,114,235, whereas under slightly different conditions, it was £179,896,819 in 1922.

#### IMPORTS FROM CANADA

It is necessary to repeat that, while classified returns of the total imports of the United Kingdom are not available until the autumn, the Board of Trade, exceptionally, issues monthly returns showing the imports and countries of consignment of the principal articles of food and certain items which fall under the heading of raw materials. As many of the chief commodities which Great Britain purchases from Canada are included under these classifications, it is possible to attach to this report tables which show Canada's share in this trade in comparison with its leading competitors during 1923.

While these figures speak for themselves, special attention may be called to the following particular points. As was to be anticipated, the shipment of Canadian *wheat* to this country was exceptionally heavy, and whereas in the Board of Trade tables Canada only holds second place to the United States, from the known fact that a large proportion of our wheat is shipped to Great Britain through American ports and that, according to the system adopted by the British Customs, most of this is credited in the published returns to the United States, it is certain that Canada was last year the largest supplier of wheat to the United Kingdom.

Although *flour* consignments from Canada remained large, there was some slight decrease in comparison with 1922, but this was not out of proportion in comparison with the aggregate falling-off in receipts which took place.

It is known that the numbers of live store *cattle* shipped to this country from Canada have fallen short of the somewhat dizzy predictions made in the press at the time the embargo was removed, but arrivals during the year increased from 19,960 to 45,417 head, although this includes both stores and cattle which had to be slaughtered at the ports.

Receipts of Canadian *butter* show a regrettable decline to a little more than one-quarter of Canada's already fractional contribution of 1922, but it is confidently anticipated that steps which are now being taken to improve both the quality and grading of butter will be speedily reflected in increased transactions.



Shipments of Canadian *cheese* marked a slight increase, but Canada now seems to have, temporarily in any case, ceded first place to New Zealand.

It is, however, satisfactory to observe that the *canned salmon* trade has made some recovery, the quantity received from Canada being practically double that of the previous year.

Questions of price are presumably responsible for the practical disappearance of Canadian *newsprint*, but the business in *wrapping paper*, although small, remains almost unchanged.

The greater activity in the *timber* trade already referred to is represented in larger imports of Canadian wood under almost every heading, and there was little variation in the case of *mechanical wood-pulp*.

In recognition of the important position which Canada has occupied in the last few years as a supplier of *refined sugar* to this country, imports from Canada are now shown independently instead of, as formerly, being included under the omnibus description "from other countries." As a result of the recovery in the production of refined sugar in Czecho-Slovakia and other European countries, and the unfavourable exchange position, Canada in 1923 was only able to find a profitable outlet in Great Britain for little more than a third of the quantity which was shipped in 1922. While this is to be regretted, it is only in accordance with general expectation, and it will be noticed that United States shippers have been similarly affected.

IMPORTS OF CERTAIN AGRICULTURAL PRODUCTS, ETC., INTO THE UNITED KINGDOM  
DURING THE CALENDAR YEARS 1922 AND 1923

	1922		1923	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
1. Wheat—				
Total imports .. . . .	96,379,634	58,794,183	100,929,623	53,797,080
United States .. . . .	37,261,900	22,489,838	31,929,944	17,078,711
Argentina .. . . .	18,804,200	11,626,921	21,025,744	11,004,647
British East Indies .. . . .	487,600	297,259	12,521,310	6,738,688
Australia .. . . .	16,334,997	10,265,586	4,654,220	2,597,353
Canada .. . . .	12,909,800	13,789,734	28,486,785	15,199,549
2. Wheat meal and flour—				
Total imports .. . . .	13,474,721	10,671,730	11,718,465	8,207,956
United States .. . . .	4,576,701	3,662,967	3,838,716	2,755,657
Argentina .. . . .	290,300	146,192	265,160	124,678
Australia .. . . .	1,771,830	1,378,076	1,785,369	1,215,869
Canada .. . . .	6,596,440	5,311,709	5,580,511	3,980,406
3. Barley—				
Total imports .. . . .	12,703,275	6,073,516	18,143,880	7,834,983
United States .. . . .	5,921,300	2,846,954	6,228,600	2,919,405
Roumania .. . . .	1,544,000	667,339	1,891,040	727,725
Canada .. . . .	2,545,400	1,112,180	3,008,585	1,126,298
4. Oats—				
Total imports .. . . .	9,356,902	4,363,001	9,762,655	4,144,935
United States .. . . .	2,957,500	1,334,509	1,721,450	760,851
Argentina .. . . .	2,164,720	985,238	3,361,520	1,316,671
Canada .. . . .	3,328,920	1,610,734	3,002,103	1,331,925
5. Peas, not fresh—				
Total imports .. . . .	1,314,508	1,699,038	1,977,956	1,849,149
Japan .. . . .	231,383	418,450	428,708	547,013
British East Indies .. . . .	57,650	33,570	755,119	363,734
Canada .. . . .	17,193	28,040	17,089	22,843
6. Bacon—				
Total imports .. . . .	5,932,152	35,530,534	7,793,150	38,178,535
Denmark .. . . .	2,362,736	16,660,616	3,530,561	19,636,164
United States .. . . .	2,463,368	12,182,415	2,828,662	11,509,263
Canada .. . . .	737,273	4,321,984	834,284	3,846,568
7. Hams—				
Total imports .. . . .	1,433,242	8,585,366	1,747,091	8,358,072
United States .. . . .	1,320,559	7,907,710	1,620,312	7,744,022
Canada .. . . .	96,370	592,018	114,308	543,092
8. Cattle, live—	Number		Number	
Total imports .. . . .	49,557	1,580,155	584,395	11,263,045
United States .. . . .	29,595	1,012,358	16,532	525,153
Canada .. . . .	19,960	567,737	45,417	1,257,191

IMPORTS OF CERTAIN AGRICULTURAL PRODUCTS INTO THE UNITED KINGDOM—*Con.*

	1922		1923	
	Quantity	Value	Quantity	Value
	Cwts.	£	Cwts.	£
9. Butter—				
Total imports . . . . .	4,268,561	37,315,536	5,125,297	44,349,737
Denmark . . . . .	1,423,796	13,969,683	1,862,295	16,832,520
Australia . . . . .	901,607	6,757,868	509,191	4,508,762
New Zealand . . . . .	1,103,444	9,340,703	1,130,765	10,205,809
Argentina . . . . .	356,158	2,731,441	491,256	3,948,962
Canada . . . . .	154,532	1,530,768	39,834	346,416
10. Cheese—				
Total imports . . . . .	2,659,345	12,437,818	2,841,254	15,269,716
New Zealand . . . . .	1,294,779	5,883,957	1,368,654	7,507,511
Netherlands . . . . .	175,761	740,956	208,023	875,738
Italy . . . . .	40,256	296,573	104,976	731,898
Canada . . . . .	949,042	4,493,503	1,001,492	5,284,205
11. Eggs, in shell—	Gt. Hunds.		Gt. Hunds.	
Total imports . . . . .	13,661,671	11,301,652	20,048,688	13,819,792
Denmark . . . . .	5,734,577	5,644,967	6,757,300	5,486,324
Egypt . . . . .	1,259,590	752,867	1,209,332	628,604
China . . . . .	1,057,086	639,026	1,113,024	643,936
Netherlands . . . . .	650,200	571,277	1,435,392	1,075,489
Canada . . . . .	495,729	448,576	377,759	323,569
12. Canned salmon—	Cwts.		Cwts.	
Total imports . . . . .	626,351	3,875,727	505,966	2,655,730
United States . . . . .	230,816	1,063,508	232,499	1,090,425
Canada . . . . .	54,145	303,021	107,544	613,892
Other countries . . . . .	341,390	2,509,198	165,923	951,413
13. Canned lobsters—				
Total imports . . . . .	37,137	676,695	29,920	501,941
Newfoundland and Coast of Labrador . . . . .	2,408	43,442	1,245	18,091
Canada . . . . .	33,169	604,152	25,427	454,729
14. Paper, printing, not coated, and writing paper in large sheets—				
Total imports . . . . .	3,832,358	4,401,592	3,844,183	4,000,836
Newfoundland and Coast of Labrador . . . . .	1,108,757	1,402,752	1,113,467	1,167,000
Norway . . . . .	649,291	683,054	533,798	538,304
Sweden . . . . .	573,219	647,179	545,921	519,678
Germany . . . . .	93,761	97,379	239,175	261,579
Canada . . . . .	189,681	197,105	1,915	4,860
15. Paper, packing and wrapping, including tissue paper—				
Total imports . . . . .	2,825,496	3,815,758	3,832,665	4,723,191
Sweden . . . . .	1,065,528	1,367,317	1,249,198	1,501,865
Germany . . . . .	381,901	475,069	1,176,610	1,321,793
Norway . . . . .	641,514	815,152	650,395	788,169
Ireland . . . . .	282,740	348,016	321,885	370,598
Canada . . . . .	116,876	148,111	106,461	136,468
16. Wood and timber, hewn, hard, other than mahogany—	Cub. ft.		Cub. ft.	
Total imports . . . . .	2,146,100	688,413	2,810,068	740,202
British East Indies . . . . .	443,569	248,168	428,643	196,092
United States . . . . .	158,808	42,663	387,659	85,437
Canada . . . . .	280,045	73,437	360,049	100,385
17. Wood and timber, hewn, soft—	Loads		Loads	
Total imports . . . . .	154,842	849,072	250,260	1,142,652
United States . . . . .	67,289	464,745	53,685	429,392
Norway . . . . .	16,699	85,731	32,353	151,749
Russia . . . . .	11,544	61,213	56,459	129,628
Canada . . . . .	3,919	49,213	6,162	70,714
18. Wood and timber, sawn, hard, other than mahogany—	Cub. ft.		Cub. ft.	
Total imports . . . . .	13,109,856	3,730,447	19,138,769	5,237,552
United States . . . . .	8,124,308	2,300,830	12,294,344	3,306,876
British East Indies . . . . .	606,148	330,059	1,206,687	591,649
Canada . . . . .	2,326,862	401,823	2,426,479	405,251
19. Wood and timber, sawn, soft—	Loads		Loads	
Total imports . . . . .	3,999,592	20,949,296	4,670,518	26,622,147
Ireland . . . . .	1,026,664	4,689,354	1,165,875	6,325,673
Sweden . . . . .	1,148,268	5,659,118	1,013,890	5,427,725
Russia . . . . .	392,482	2,333,032	602,618	3,464,502
Canada . . . . .	467,100	2,758,092	426,028	2,896,587
20. Wood pulp, mechanical, wet—	Tons		Tons	
Total imports . . . . .	554,718	2,826,891	677,140	3,493,862
Norway . . . . .	268,718	1,346,455	356,552	1,712,584
Canada . . . . .	144,736	805,576	137,765	825,046



IMPORTS OF CERTAIN AGRICULTURAL PRODUCTS INTO THE UNITED KINGDOM—*Con.*

	1922		1923	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
21. Sugar, refined and sugar candy—				
Total imports .. . . .	9,977,430	11,030,162	7,563,084	11,818,572
Netherlands .. . . .	1,131,002	1,274,945	1,639,908	2,372,671
United States .. . . .	5,305,905	5,479,564	1,922,801	3,223,897
Czecho-Slovakia .. . . .	986,415	1,051,020	2,225,461	3,146,775
Belgium .. . . .	691,990	744,132	690,708	914,921
Java .. . . .	219,154	233,107	219,007	275,360
Canada .. . . .	1,651,169	1,735,593	572,129	973,647

## REVIEW OF THE TIMBER TRADE OF GREAT BRITAIN

TRADE COMMISSIONER J. E. RAY

Manchester, January 17, 1924.—Although some of the timber importers of Manchester have repeatedly complained of the dullness of trade during the last twelve months, it is evident from statistics just published that business on the whole has been far from unsatisfactory. The total British imports last year were valued at £47,736,863, being over £10,000,000 greater than in the previous year, and over £17,000,000 greater than in 1921. It is apparent that imports are now drawing nearer to the pre-war level. In 1913 they were valued at £33,788,884, and if good margin is allowed for the difference in the cost of timber between 1913 and 1923, the volume for the latter year contributes handsomely towards the contraction of the said margin.

In studying the statistics embracing the imports of the last three years, a gratifying feature is the increase of purchases from Canada. In 1921 the imports of hewn wood, hard, were 324,430 cubic feet, and in 1923 they were 360,049 cubic feet. The imports of soft hewn timber rose during the same period from 2,503 loads to 6,162 loads. Sawn hardwood imports also advanced from 944,939 cubic feet to 2,426,479 cubic feet, whilst the imports of soft sawn wood increased from 190,229 loads to 426,028 loads. Doubtless the imports of other kinds of timber from Canada exhibit increases, but unfortunately detailed statistics will not be available for some months. However, the conclusion is fairly sound because the imports of all classes of timber recorded increases last year (with the exception of staves and sleepers), and it may be assumed that Canada secured her share of them.

## FUTURE DEMAND

One cannot fail to be impressed by the optimistic tone of the Manchester timber merchants with regard to prospects in the present year. The Government, the municipalities, the railway companies and various organizations have placed, or are about to place, big contracts for constructional work in which heavy supplies of timber will be called for; and it is evident that building contractors will be exceptionally busy in erecting the hundreds of thousands of houses required in Great Britain.

The timber exporters of Canada are well represented in Great Britain, and naturally they will be kept fully informed by their agents respecting the demands and the condition of the market. However, there is much scope for additional representation in Manchester, the centre of so vast a population, and exporters desirous of appointing agents will be introduced to reputable firms if they will communicate with the Trade Commissioner.

Newfoundland, it should be added, is increasing her exports of pitwood timber to Great Britain.

## FURNITURE DEMANDS OF MANCHESTER AND DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, January 18, 1924.—On several occasions the furniture manufacturers of Canada have expressed a desire to open up trade with Great Britain, or to extend connections already established. Some of them were able to transact very satisfactory business in the boom years 1919 and 1920; but, as they are doubtless fully aware, their sales at that period were no indication that such a volume of business would be permanent in character. Furniture was wanted, and the British merchants were willing to draw it from any available source. Price was almost a negligible factor. In addition to the favourable opportunities presented to Canadian manufacturers by the boom, other contributory factors were the scarcity of timber and skilled workmen in Great Britain (due to the effects of the war), and the inadequacy of supplies (in 1919) from European manufacturers who had always contributed on a big scale to the total imports of the United Kingdom. For example, imports from Austria-Hungary in 1919 were valued at only £222, whereas in 1922 they rose to over £83,000. Again, the total purchases of Great Britain in 1920 were valued at £922,869, compared with £446,037 in 1913. In 1921 prices were at low ebb and the value of imports fell to £440,586. Some improvement was recorded in 1922, the imports being valued at £475,645, and last year a further advance to £539,008 was recorded. To illustrate the change that has taken place, it is only necessary to compare the imports from Canada in 1920—£93,761—with those from the same source in 1922, when they fell to £8,535. There are no statistics to show the value of purchases from Canada last year.

### FUTURE PROSPECTS

The furniture manufacturers of Canada were exceptionally busy with domestic orders for a few years after the close of the war; but for the past two years it has been very difficult for them to export profitably to Great Britain. The British manufacturers have been cutting prices; makers on the Continent of Europe have improved their output and their sales to Great Britain; there has been a serious shortage of houses in the latter country with its consequent effect upon the furniture trade; there has also existed a serious trade depression; and lastly, the transportation charges have proved, and are proving, a big handicap to Canadian manufacturers in competition with home-produced goods and those of competitors in Europe, more favourably situated geographically.

In conversation with several importers, to whom catalogues of Canadian furniture have been shown, it was contended that the designs were not exactly in harmony with the tastes of British buyers, and until they are brought into line, there is little hope of trade being done in dining-room, drawing-room, and bedroom suites. Certain types of chairs are acceptable if prices are competitive, as are also kitchen tables. There is practically no demand for wood rocking chairs, and cane furniture is more cheaply produced in England than in Canada.

If any Canadian manufacturers desire to be supplied with illustrations and prices of domestic and imported furniture, for the purpose of testing their ability to produce and to export similar lines, the writer will gladly procure them.

### IMPORTS AND COUNTRIES OF ORIGIN

It is unnecessary to quote statistics in full illustrating the values of Great Britain's imports in 1922, but those relating to the chief countries of origin may



be useful: Germany, £62,235; Belgium, £30,739; France, £56,863; Austria-Hungary, £83,360; Czecho-Slovakia, £69,511; United States, £36,767.

It is worthy of note that Czecho-Slovakia began to export to Great Britain in 1921 to the value of £39,867, and that she nearly doubled her sales in the following year.

## MARKET FOR ELECTRICAL APPLIANCES IN NEW ZEALAND

ASSISTANT TRADE COMMISSIONER C. M. CROFT

Auckland, December 20, 1923.—At the present time competition in the electrical field is very keen. New Zealand has been and still is spending large sums in the development of hydro-electric power and these developments are known throughout the electrical world. As a result the manufacturers of all classes of electrical goods have their products on this market. Canadian commodities are being sold here, and this should continue provided that the goods are competitive in price and quality with those from other countries.

The people of New Zealand are very sympathetic to trading within the Empire, and other things being equal, they will always buy British-made goods. Furthermore, electrical materials made within the British Empire are subject to the British Preferential Tariff when entering this Dominion, and this entitles many of them to a preference of 10 per cent ad valorem. It is thus obvious that any Canadian firms manufacturing electrical appliances, which are not already shipping to New Zealand, should make an effort in that direction.

### CLASSES OF COMMODITIES IN DEMAND

*Electric Ranges.*—The use of electric ranges for household use is increasing. The electric power boards throughout New Zealand supply power for heating at a low rate, and the use of ranges will probably increase considerably. One Canadian manufacturer of electric ranges is competing here and the product is very well considered by the trade.

*Hot-water Systems.*—The use of electrical systems for heating water is increasing at present. In many of the rural districts the farmers are installing electrical equipment to provide hot water in connection with dairying operations. Some Canadian lines have come to this market, but the price has been prohibitive. One of the leading importers of electrical goods stated that they are now retailing a complete system, comprising a 500-watt unit and a 15-gallon tank, for £12.

*Radiators.*—During the winter months electric radiators are used very extensively, and when the developments under construction are completed it is very probable that the demand for them will largely increase. Steam heating units are very little used, and so far as the writer can ascertain in no office building in Auckland is such a system employed; electric radiators are therefore common. The radiant glow type of heater is in keen demand. At the present time the English manufacturer is doing a large business in this type, and the finish of their heaters is said to be better than that of the Canadian. Their price is considerably lower, the current retail price being about £3 10s. One dealer representing a Canadian firm reports that within the past two weeks a contract for 100 radiators was given to an English house because the finish of their goods was much superior to that of the Canadian article at approximately the same price.

There is a small demand for the resistor type of radiator, but not sufficient to warrant special attention. The radiator of the type that employs lamps as

heating units is practically out of use now; a number are to be seen in the various offices, but these are of old stock and the dealers have ceased to order them for new sales.

#### OTHER HEATING APPLIANCES

*Electric grillers* are in steady demand and their use is increasing. It has been stated that the Canadian lines of grillers on this market are not sufficiently heavy and also lack the finish which is present in competitive lines.

*Irons* are used considerably, and the demand is steadily increasing. Some Canadian firms are shipping to New Zealand, but their manufactures are reported as being too light; the metal parts for use here should be heavy. English exporters are securing a large portion of the business, and United States firms are also competing. Irons made in England sell at 25s., whereas those from Canada are on the market at 32s. 6d., and the quality of the lower-priced English article is practically the same as the Canadian. One local firm stated that orders were being received for Canadian irons from their established clients only, while the new business was going to their competitors handling English and United States irons.

*Toasters.*—There is a very small demand for electric toasters. There is a possibility of developing this trade, but this depends on educating the people in the use and advantages of this commodity. *Hot plates* are sold quite extensively. There is a very small sale for such apparatus as soldering bolts, curling tong heaters, glue pots, etc.

*Washing Machines.*—There is practically no demand for electric washing machines. Some have been brought into the country, but they have not proved saleable, chiefly on account of the very high prices. Machines must be landed here to retail at less than £30.

*Electric Wringers.*—So far electric wringers have not been sold to any extent in New Zealand, but it is known that some firms in the United States are endeavouring to place these articles on the market. It is the opinion of the trade that it will not be long before a demand develops for this type of equipment.

*Ironing Machines.*—There have been very few electric ironing machines sold in New Zealand; the price is prohibitive. It is probable that sales could be made if the price were low enough.

*Fans.*—There is a fair market for electric fans, but these are not used to the same extent as in Canada.

#### SUMMARY

Canadian manufacturers of electrical appliances must pay much more attention to the quality and finish of their goods if they hope to retain their present business in New Zealand. The packing and use of cartons should be carefully considered. At present the United States exporters are using very attractive packages and this is, of course, an important selling point. More care should be taken in packing for export shipment; one of the leading wholesalers here recently landed a shipment of electrical goods from Canada and every article in the shipment was more or less damaged; it cost the importer £27 for repairs, or approximately 25 per cent of the invoice price.

Canadian firms who hold patent rights for the manufacture of goods as sold in the United States should consider New Zealand as a prospective market, and should communicate with this office with a view to securing suitable representation.



## MARKET FOR LEATHER IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

Northern Africa, and more especially Algeria, is generally considered as one of the secondary sources of the world's supply of hides and skins, and the goatskins in particular of these countries are continually sought after by Continental and even American leather dressers. Tunisia in a given year produces about 50,000 cattle hides, classified as extra heavy (25 to 28 kg. on the average), heavy (12 to 14 kg.), and light (6 to 7 kg.); about 150,000 sheepskins weighing from 16 to 26 kg. per dozen; about 12,000 dozen lambskins weighing from 9 to 17 kg. per dozen; and from 25,000 to 30,000 dozen goatskins weighing 10 to 11 kg. per dozen. Eight tanneries throughout Tunisia, employing about 100 men in all, take up a part of these hides and skins, the tanned products being used locally for shoes and saddlery, while the remainder of the production is available for export and is sent chiefly to Italy and the Levant.

Algeria in a normal year furnishes about 1,200,000 sheepskins, 1,000,000 goatskins, 200,000 cattle hides, and some 25,000 horse and donkey hides. Approximately a fifth of the local production is consumed at home in the sixty-two tanneries scattered throughout the three provinces, about half of which are operated by the natives along primitive lines. In 1921, however, Algeria exported some 2,210 tons of big cattle hides, some 137 tons of calfskins, 1,837 tons of sheepskins, and 2,028 tons of goatskins. These in the dried salted state go forward principally to Italy and the Levant, while the green salted skins are shipped to France, Belgium, and the Netherlands. The United States and Canada also buys Algerian goatskins for the making of glacé kid.

Morocco's hide and skin production is not yet so important as that in the neighbouring sister states, but in 1920 she exported about 506 tons of cattle hides, 1,288 tons of sheepskins, and 1,840 tons of goatskins. France, Great Britain, Spain, the United States, and Belgium are the leading countries of consignment. In the fiscal year 1921, Canada imported hides and skins from Morocco to the value of \$11,000. Saddlery, harness, and native shoes are also made on the spot from leather tanned in Morocco. Northern Africa ships to France and Belgium some wet salted hides, but the bulk of the exports leave the countries either dry salted or, as practically always in the case of goatskins, sun-dried. The North African hides and skins, however, are not always of first quality, and the export trade is at present somewhat hampered by the defects which quite frequently occur in the hides themselves, occasioned either by parasitic attacks or by imperfect methods of slaughtering, drying, and branding. An improvement in the system of preparing hides and skins for export markets is now being urged in each of the three countries.

### GENERAL LEATHER MARKET

From the point of view of Canadian export opportunities for leather and leather goods apart from footwear, the writer is not inclined to lay too much importance on the North African markets. The total import of all kinds of hides and leather into Tunisia, Algeria, and Morocco amounted to 2,500 tons for the given year 1920-21. Of these, Morocco took 567 tons, Tunisia 777 tons, and Algeria 1,195 tons. (In these statistics are not included "boots and shoes," discussed in No. 1045 of the *Commercial Intelligence Journal*.) Not only are the imports small but, given the economic status of the countries, they can hardly be much larger at present. Pure industry is not a characteristic feature of North African life, and though Algeria makes native footwear, saddles, harness, purses, portfolios, and small ornamental goods known as *maroquinerie*,

which sell largely to the tourist trade, yet there are no big leather-using manufacturing either in this country or in Tunisia or Morocco, although even in these last two, products similar to those turned out in Algeria are also made, but on a still smaller scale. Lack of any extensive industrial plant likewise precludes the selling of leather belting, though the Algerian imports of this product are not altogether unimportant. The main uses therefore to which leather is put throughout Northern Africa is the native shoe, harness and saddlery making.

#### DETAILED IMPORTS

In order to give an idea of the leather imports into the countries of North Africa, the following table is inserted showing the quantities of hides, leather, and skins imported into Tunisia and Algeria for 1921 and into Morocco during 1920:—

Item	Tunisia		Algeria		Morocco	
	1921		1921		1920	
Tawed leather .. .. .	Tons	673		767		115
Tanned leather .. .. .	"	57		300		..
Imitation .. .. .	"	1		23		..
Fine saddlery .. .. .	"	2		7		76
Harness .. .. .	"	5		13		..
Leather-covered trunks .. .. .	"	13		8		..
Morocco leather .. .. .	"	2		2		10
Other leather .. .. .	"	23		..		..
Furs .. .. .	"	1		2		4
Boot and shoe parts .. .. .	"	..		2		351
Belting and leather for machinery .. .. .	"	..		41		14
Despatch cases, bags, etc. .. .. .	"	..		25		..
	Tons	777		1,195		567

It will be noticed from the foregoing statistics that the bulk of the leather imported consists of the tawed and not the tanned variety. France at present is uppermost in these imports, and in Algeria did practically all the business, while in Tunisia the French imports made up about 79 per cent of the purchases, with the United States sending some 41 tons, Belgium 34 tons, and Great Britain 25 tons. In the Moroccan trade, Spain was responsible for about 7 tons, and Great Britain and the United States each for 1 ton, while France supplied the balance of the first two listed categories. In tanned leather France also practically controlled the imports in each of the three countries. In the other items, moreover, France had little competition, although some imitation leather came into Tunisia from Italy; some leather saddlery into Morocco from Germany (17 tons) and Spain (6 tons), and into Algeria from Spain; a **small amount of leather harness into Algeria from Great Britain**; some few leather-covered trunks into Tunisia from Italy and into Algeria from Germany and Spain; some 26 tons of boot and shoe parts into Morocco from Great Britain and 3 tons from the United States; a small amount of belting and industrial leather goods into Morocco from Spain and into Algeria from Great Britain; and small consignments of "other leather goods" into Morocco from Spain and into Tunisia from Spain and the United States (2 tons). Furs were practically all derived from France. It is evident therefore that in the leather business of Northern Africa there is a very small division of export labour. France with her depreciated exchange, with her geographical nearness, and with the colonial, regency, and protectorate influence, has latterly been able to oust pretty thoroughly other competitors from the markets. Notwithstanding this general trend of trade, neither the United States nor Great Britain has been entirely shut out, while importunity and solicitation have not been so characteristic of the British and American endeavour in Northern Africa as have been the persistency and accommodation of the French suppliers. In the tawed and tanned leather trade therefore, in boot and shoe parts, and in high-class



leather specialties, which would appeal to the moneyed European population, there should at least be an opening for Canadian effort, limited though the markets are by their economic structure and by the calibre of their leather trade.

#### PRINCIPAL KINDS OF LEATHERS IMPORTED

For the making and repairing of boots and shoes, France sends principally to Northern Africa the leather of tawed and chrome processing, which although it is claimed locally renders the leather pretty well waterproof, makes it less supple and resisting than does the vegetable tanning process, alone known to the natives. Different varieties come in, among which may be mentioned black and coloured boxcalf for uppers, black and coloured kid for fine shoes, oak-tanned calf for workmen's shoes, patent and sole leathers. As only very ordinary boots and shoes are made in Northern Africa, it is evident that the demand is almost entirely for the heavy rather than for the finer qualities. For the manufacture of native harness and saddlery leather, ox and cow hides are largely used, whereas the European demand in the main is satisfied by the importation of the finished articles.

Leather is generally sold throughout Northern Africa in half hides of from 10 to 12 kg. in weight and by the square foot (33 cm.), or i.e. about four square feet to the half hide. The wholesale price per kg. varied this spring in the principal centres from about 10 to 25 francs, according to the quality and tannage of the leather. Shipments are generally made in bundles of 12, 18 or 24 half hides weighing from 120 to 300 kg. Some parcels are also made up of butts and shipped in about the same weight.

#### BELTING

Belting in widths up to 250 mm., and including such common specific measurements as 57, 70, 102, 108, 112, 120, 140, 165 mm., and in rolls of 30, 40 and 80 metres, is imported for various industrial and power plant purposes. Cotton and balata belting is also used to some appreciable extent in Algeria, and the writer found these qualities along with leather belting quite conspicuously displayed in Algerian hardware shops.

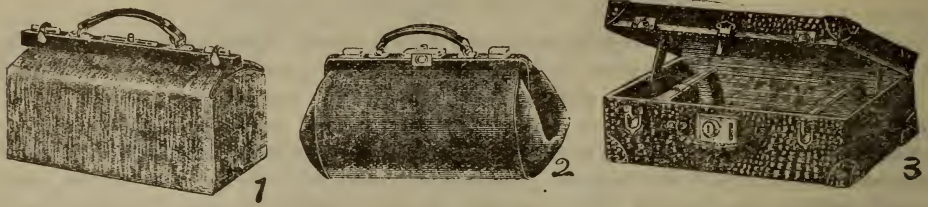
#### FOOTWEAR PARTS

Some American firms have been successful in getting into the North African business in the individual leather parts of boots and shoes. Soles are principally supplied; Great Britain placed 26 tons of boot and shoe parts in Morocco in 1920, which country of the three is the most important buyer of these leather products. This is a possible opening which might appeal to Canadian exporters.

#### LEATHER TRAVELLING ARTICLES

*A de luxe* taste does not exist in Northern Africa for travelling articles, and wooden trunks covered with varnished linen and fibreboard valises have a much larger sale than those made from all leather. Tourists may of necessity at times buy leather travelling bags, and of course not a few of the better-to-do Europeans will insist on having a leather suitcase or a leather club bag before going away on a journey. In the trunk trade, however, transatlantic manufacturers would have but a poor opening, even though wardrobe trunks might find a few buyers in the big cities every year. The bag trade is more attractive for foreign exporters, but in this business it would seem necessary, according to importers, to put on the market a type to which the North Africans are accustomed. For instance, the typical travelling case of the French colonists is

different from our models at home, as illustration No. 1 will show. This bag is made of cow leather with brass fittings and is popularly sold in Havana cigar shades. It comes from France in lengths of 40, 45 and 50 cm. and retails at 80, 90 and 100 francs respectively.



Another commonly sold valise is shown in Illustration 2. This is very similar to a form once largely used in Canada. It comes now from France in all cow leather with fittings of brass and in lengths of 33, 36, 39 and 42 cm. and retails at 42, 47, 52 and 57 francs respectively. Fibreboard valises and suitcases are also frequently seen in the shops, and a good-selling suitcase is Illustration 3. It is made of vulcanized fibre in Havana cigar shade and is finished in crocodile grain and metal fittings. The suitcase is reinforced with leather corner pieces. This suitcase runs in lengths of 55, 60 and 65 cm. and retails at about 58, 62 and 66 francs.

#### OTHER LEATHER ARTICLES

Among fancy leather goods imported may be enumerated: (1) gentlemen's travelling cases fitted with toilet accessories, which in all leather and with twelve fitted pieces retails at about 50 francs; (2) portable music cases in calfskin retailing at 38 francs; (3) men's leather pocket-books of portfolio type in suede and moroccan grain at 15 francs and up and various types at 15 francs and up of women's purses; (4) table-size leather picture frames; (5) leather despatch cases for commercial papers, in appearance something like music rolls; (6) men's and boys' leather and imitation leather belts from 10 francs up; and (7) leather strops for razors at about 10 francs.

#### FURS

Owing to the warm climate of Northern Africa, there is naturally no important market for furs, although some of the European womenfolk wear them as evening wraps or for dress purposes on the boulevards. The imports are, however, not large, and any Canadian business could most probably be best handled through Paris.

### FINANCIAL AND BUSINESS CONDITIONS IN ITALY

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, January 10, 1924.—The furtherance of co-operation of all Italian producing forces in the interests of national economy was pledged at a meeting of the presidents of organized business and organized labour on December 20, and this event, which was described by Premier Mussolini as one that "marked the starting point of a new era in Italian economic history," will do much to foster confidence and optimism throughout industrial Italy. In a December statement made to the Senate, the Minister of Finance pointed out that the deficit on the budget, which was estimated at 4,000 million lire for the financial year 1922-23, stood at 3,041 million lire when that year ended on June 30. The estimated deficit for 1923-24 is placed at 1,187 million lire, and the minister now estimates the deficit for 1924-25 at a probable 700 million lire. During



1922-23 the railway deficit was reduced by some 876 million lire as compared with that of the previous year, while it is predicted that the deficit for the postal service will be wiped out entirely this year.

The residuary liabilities of the Treasury, which amounted to 43,051 million lire when the present Government came into power, have now been reduced to 23,313 million lire. The Minister of Finance has pointed out that the Fascist Government has repealed the compulsory inscription of securities; has exempted from taxation the interest paid on foreign capital invested in securities for production purposes; has repealed inheritance duties within the family group; has at the same time exempted from sales tax food and fuel, and either reduced or repealed customs import duties on several leading foodstuffs and certain raw material.

An inquiry just completed by the general direction of the Italian Treasury disclosed the fact that, for the first time since the war, Italian savings bank accounts now show an increase over those of the pre-war period.

Italy's total note circulation has been reduced by nearly 1,000 million lire since 1922. State revenue receipts for the July-November period 1923 amounted to 5,162 million lire, as against 4,923 million lire during the like period of 1922.

Italy's imports during the ten months ending October, 1923, were valued at 13,875 million lire, as against 12,562 million lire during the corresponding period of 1922, which represents an increase of 1,313 million lire. During the first ten months of 1923, Italy's exports showed an increased valuation of 1,158 million lire over the figures for the corresponding period in 1922, the total value of exports for the ten months ending October 31, 1923, being 8,391 million lire, thus showing, however, an unfavourable trade balance of  $5\frac{1}{2}$  billion lire for the ten months under review.

The Italo-Spanish commercial treaty, which became effective on December 10, 1923, besides stipulating most favoured nation treatment, provides for interchange of certain raw materials between the two countries, and more especially for the importation into Italy of Spanish coal. Among the articles from Spain upon which reduced Italian import duties are applicable are fish, fish oils, marmalades, jellies, and tanned skins. In 1913 Italian exports to Spain were valued at 18,110,000 lire, while in 1922 the total valuation stood at 141,891,000 lire. Spanish exports to Italy consist principally of raw materials such as wool, hides, lead, copper, scrap metal, and rosin, and considerable quantities of smoked and preserved fish. About 80 per cent of Italy's exports to Spain consist of manufactured articles.

The suspension of Italian customs import duty on wheat, oats, yellow corn and rye have been further extended until June 30, 1924. This legislation will be of especial interest to Canadian exporters, in view of the fact that Italy's foreign requirements of wheat during the next twelve months will approximate 1,000,000 tons.

Of the 79 stocks listed on the Milan Bourse during the month of December, 67 advanced 1,380 points, 12 depreciated 223 points, and 4 remained stationary. Increases were shown principally in banking, textile, electrical, silk, flour milling, and private railway shares, while metallurgical shares experienced a further set back.

Business failures during the first ten months of 1923 reached the record total of 4,614, as compared with 2,908 and 1,368 during the corresponding periods of 1922 and 1921 respectively. The reason advanced for this abnormal increase is that many companies established since the war in the new Italian provinces on "shoe-string" capitalization have been unable to carry on in the face of solid competition.

The abolition of restrictive legislation regarding rentals has resulted in a notable increase in the cost of living. Wholesale prices at the end of December, 1923, advanced 1.9 per cent as compared with those obtaining on November 30.

## FINANCIAL AND ECONOMIC CONDITIONS IN BRAZIL

C. J. HAMS, OFFICE OF TRADE COMMISSIONER

Rio de Janeiro, January 10, 1924.—The exchange situation in Brazil has undergone a remarkable change for the better during the month of December, 1923. The sterling rate on December 1 was  $4\frac{1}{4}$ d. and the dollar 11\$290 to one milreis. On December 31 the sterling rate was  $5\frac{3}{4}$ d. and the dollar 10\$092. At the moment of writing the rates are  $6\frac{1}{2}$ d. and 9\$200 respectively.

The revolution which had been raging in Rio Grande do Sul for more than a year came to an end on the 15th December, 1923, and the state of siege in the State of Rio de Janeiro was lifted on Christmas Eve. Political tranquility and the renewal of constitutional guarantees undoubtedly have contributed largely to the improvement in commercial conditions, though the immediate future cannot be safely predicted. There is every evidence, however, that the Government is endeavouring in deadly earnest to put its financial house in order. A British Financial Mission has arrived in Rio de Janeiro at the request of the Brazilian Government to investigate the financial and economic conditions of the country. The outlook in Brazil has not looked so bright for many months past, although the recovery of the country must necessarily take a considerable time, and a return to normal conditions may not be accomplished within the term of office of the present Government.

## IMPORT REQUIREMENTS OF HAITI

TRADE COMMISSIONER G. R. STEVENS

*[Former reports in this series were published as follows: Introductory (No. 1038); Foodstuffs (Nos. 1039, 1040); Hardware, Agricultural Implements and Building Materials (No. 1041); Paints and Varnish, Household and Miscellaneous Hardware, etc. (No. 1042); Textiles (No. 1044).]*

### Textiles—Continued

#### LINENS

Linens are the most satisfactory British textile, not only in Haiti but also in all Spanish-American countries. During the war, Belfast linens were largely replaced by American palm beach suitings and similar light-weight cotton weaves. It is very probable that a good percentage of this trade would have been held for such American lines as they are very attractive goods on their first appearance; but fortunately for Belfast, the qualities of dyes used in the preparation of these goods have effectively ejected them from a profitable market. To-day Belfast linens have reappeared in all their old qualities with an excellent price range, and palm beach suitings are passed by. Prices on these linens run from \$1 to \$2.50 per yard. The Haitian buyer insists upon these goods, and will not accept the clever French cotton-flax imitations. As a further stimulus to sales, Belfast goods come beautifully packed in suit and double-suit lengths, in waxed paper covered with black glazing. This linen trade is the only quality trade to be noted among the textile imports of Haiti; and while it is limited at present yet growth may be anticipated.

#### FINE GOODS

The market for fine textiles in Haiti is very limited. There are small imports of French voiles and muslins, and imitation brocades. In such lines, the purchasers' tastes are strictly Continental. There is a very moderate sale of good-quality shirtings, and also a limited business in very cheap shoddy



shirtings, which constitute a sort of best-quality trade for the lower and middle classes. There is a very short stock, however, of fine goods carried by the principal houses, which leads one to believe that a considerable portion of the fine goods imported comes direct from mail order houses.

#### TWEEDS AND WOOLLENS

There is a very limited demand for any line of woollen goods. Roubaix supplies a few bolts of light-weight tweeds each year, and Bradford a few more; but the entire business is inconsequential.

#### CANVASES

A multitude of craft ply about the Haitian outports, and there is a good sale for sail canvas in Port-au-Prince. At present all this canvas comes from American sources, in heavy, coarse and cheap weaves. The sails are not dipped or painted. This business is sufficiently extensive to warrant Canadian offers from any house in a position to compete in price with American supplies.

#### Clothing and Personal Furnishings

Notes under this head are applicable only to a few of the principal towns, as beyond Port-au-Prince and the outports personal furnishings are unknown. In Port-au-Prince and the outports the purchasers are usually of French tastes and education, and therefore there is little interest in goods of British or American type. In a comprehensive and valuable report upon Haiti by a special agent of the United States Department of Commerce in 1917, the following comments occur:—

It would be well to remember in attempting to sell cloth for wearing apparel in Haiti (and especially black cloth, which is very popular), that the natives have certain important ideas of their own on the subject. It is the ambition of nearly every Haitian to possess a black suit for special occasions. If he is a private citizen without hope of political preferment, he is content with a coat cut in sack effect. If he aspires to fashion, he is likely to wear a long cutaway. If he is an official or former official, he ordinarily prefers the extreme frock or Prince Albert.

The black Sunday suit of the French bourgeoisie, heavy and coarse-threaded, lined and cut in French fashion, will admit of no substitute in this trade, and the Haitian will gladly swelter in these habiliments, disdaining other comforts or other fashions.

#### SHIRTS

The majority of the shirts are of local manufacture. One or two of the larger American houses sell considerably, and one line of English goods was seen. The present demand is not sufficient to suggest participation by Canadian manufacturers.

#### LINGERIE, MILLINERY AND HABERDASHERY

Every species of lingerie, millinery and dressmaking materials (with the exception of thread, which is British) is of French origin, or of Continental origin purchased through France. A large proportion of the haberdashery comes from the same source. From this latter statement, however, hosiery—which is American—must be excepted; also straw hats, the cheaper grades of which are manufactured locally, and the better qualities purchased from Great Britain. The lingerie, millinery and haberdashery imports are of a scattered nature, of no particular interest to Canadian exporters at present.

#### FOOTWEAR

The interior of Haiti is, of course, barefoot, but the towns are very much the reverse. In Haitian centres there is only a small percentage of the very poorest classes which does not manage to obtain some type of boots. A very

small proportion of such boots are imported. There is a considerable cobbling trade in Port-au-Prince, largely in the hands of Italians. One or two Italian merchants import leather and shoe findings in fairly large quantities, and support the cobblers through the issue of such supplies on a credit basis. The shoes are usually extremely rough, but fairly durable. Both ankle boots and shoes are manufactured, the former having the preference. Lasts are of Continental shapes, and the peculiar ducksbill toe of Southern Europe is noticeable. Among foreign shoes there is a fair import of American seconds, thirds and manufacturers' rejects, and also a small import of rubber-soled shoes. France and the United States supply ladies' slippers; in this trade the tariff preference is decidedly of assistance to France. No British boots were seen, although they were known and appreciated. . For the cobbling trade, fair quantities of rubber heels are imported.

### Specialty Trades Section

#### FURNITURE

The status of the Haitian furniture demand is indicated by the fact that although there are 120,000 people in Port-au-Prince, there is only one furniture dealer who specializes in furniture lines. The importation of furniture is extremely restricted, and it is almost entirely a specialty trade. The interior districts use no imported furniture at all, and manufacture only a few rough chairs and stools for their own use. There is an overflow of the better grades of these palm reed chairs into the towns, which serves to fill the requirements of the poorer classes. Supplementary articles of furniture, if required, are made by local cabinet-makers, whose skill and tools are alike primitive. (In Haiti one often sees the lathe of the cabinet-maker being turned by hand.) Among the upper classes of the towns, the furniture trade is almost entirely individual, pieces being ordered from Continental and American sources as required. The better classes are averse to buying a stocked article such as any purchaser could obtain. Therefore the furniture trade of Haiti has languished between the two extremes of demand—a vast majority who are too poor to purchase any furniture, and a small minority who are too aristocratic to accept stocked goods. One article alone escapes the above classification. As in the Dominican Republic, the rocking chair is highly prized, and a good market exists for quantities of cheap and sturdy rockers of American pattern. A still better market would exist for the framework of a rocker which would permit a woven seat and back. The twisted palm fronds which serve as rattans for native furniture are of excellent endurance and quality, and even in the houses of the upper classes one often saw comfortable and clever articles of furniture of which the framework consisted of turned and polished mahogany, and the backs and seats of twisted white palm. There is at present no market of any importance for steel furniture, nor for upholstered furniture. A small market, however, does exist for refrigerators. American refrigerators are purchased at present, of the small wooden type familiar throughout the West Indies. (For a description of this type of refrigerator see article on the market for refrigerators in Jamaica, published in *Commercial Intelligence Journal* No. 1033, of November 17, 1923.) These refrigerators sell for about \$40 each in Haiti, and their use is increasing. Unfortunately, ice is very scarce in Port-au-Prince, and the keeping of food is disadvantageous on that account.



## **AMSTERDAM "VOLKSVOEDING" (PURE FOOD) EXHIBITION**

Mr. Frederick H. Palmer, Canadian Government Trade Commissioner in the Netherlands, under date of January 18, 1924, reports that announcement has just been made of the intention of the Board of Directors to hold the next "Volksvoeding" (Pure Food) Exhibition from the 11th to the 18th of September, 1924.

The last foodstuffs exhibition, open November 22 to December 5, 1923, was apparently a great success, all the space offered to exhibitors being taken, while the number of visitors attending totalled over 72,000. The exhibition has a strong honorary committee, and the executive board, which passes all exhibits before definitely granting space, is composed of practically all the directors of the more important health and food laboratories. While the exhibition has a large educational value from the standpoint of the visitor, its value to a manufacturer of foodstuffs is equally high, and for this reason the Amsterdam "Tentoonstelling Volksvoeding" should be of interest to Canadian exporters.

A catalogue of the last exhibition with a prospectus of the forthcoming fair is in the possession of the Director, Commercial Intelligence Service, Ottawa.

## **TARIFF CHANGES AND CUSTOMS REGULATIONS**

### **Tobacco and Cigar Branding Regulations Amended**

Announcement has been made that His Excellency the Governor General in Council, on the recommendation of the Minister of Customs and Excise, has been pleased to cancel sections 108, 109 and 110 of the Tobacco and Cigar Regulations (G-255) in respect of branding packages of tobacco and cigars for export. Section 108 referred to provided that packages of tobacco or cigars when ex-warehoused for exportation to a foreign country should be branded under the personal supervision of the officer in charge with a brand of a certain nature. Otherwise the three sections related mainly to numbering on cigar boxes, the manner in which the branding was to be done in regard to these boxes or in regard to packages or cases of cigarettes or cut tobacco intended for export. Firms interested in these regulations requiring further information are advised to make application for it to the nearest Customs and Excise office.

### **Passport Requirements in the British West Indies**

Mr. E. H. S. Flood, Canadian Trade Commissioner, Barbados, writes under date January 18, 1924, that by recent enactment the Colonies of the West Indies—the Windward and Leeward Islands, Trinidad and British Guiana, in fact all except Barbados—now require visitors to produce a passport before landing. "Tourists" or "passengers in transit" defined as "cabin passengers holding prepaid tickets and in transit by the ship in which they arrive," are exempt from the provisions of these ordinances.

Canadian business men and commercial travellers when coming to the British West Indies should provide themselves with a passport before leaving Canada, otherwise they would be prevented making a stay over in any of these islands except Barbados.

### **Surtaxes in Trinidad on Spirits, Wine and Tobacco**

Mr. E. H. S. Flood, Trade Commissioner in Barbados, has forwarded copy of an amendment to the Trinidad Customs Duties Ordinance, No. 8 of 1921, as subsequently amended, providing for a surtax of 10 per cent on the duties otherwise payable on spirits (item 88 A-K) and on wine (item 101 A and B) being "wine sparkling, and, still wine in bottles," also a surtax of 5 per cent of the duty on unmanufactured leaf tobacco containing less than 25 per cent of moisture (item 94-B). The amendment is dated December 7, 1923.

### Italian Tariff on Grain, Flour, and Products Thereof

The British Board of Trade Journal announces that the Italian *Gazetta Ufficiale* for December 31 contains a decree which extends until June 30, 1924, the duty free importation into Italy of wheat, oats, maize (except white maize), and rye, and the application until the same date of reduced duties on certain flour and grain products. (See *Commercial Intelligence Journal* of February 17, 1923, page 274).

### Italian Decree on Marking of Tinned Fish to be Enforced

A circular has been issued by the authorities in Italy in regard to the postponement of the decree respecting the marking of fish tins (see *Commercial Intelligence Journal* No. 1039, December 29, 1923, page 1104). Mr. W. McL. Clarke, Canadian Government Trade Commissioner at Milan, writes that, according to this circular, "the Italian marking law is to be enforced on July 1, 1924, and that, from that date onward, only containers indelibly marked in conformance with the marking law (marked in such a way that the lettering cannot be substituted or obliterated) will be permitted to enter Italy."

## TENDERS INVITED

### Australia

Copies of tender forms, drawings, and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne, and the Commonwealth Postmaster General's Department in various states.

These tender forms, drawings, and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa.

Tenders in conformity to the specifications should be addressed to the Secretary, Victorian Government Railway Department, Melbourne, Australia, and to the Deputy Postmaster General at Melbourne, Adelaide, and Brisbane, according to the respective schedules.

Particulars of the requirements are briefly outlined thus:—

#### VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of closing	Particulars
36804	Mar. 19, 1924	Supply and delivery of one electrically driven air compressor complete with accessories, and arranged for motor drive; also electrical equipment arranged to drive above compressor, as specified.
36846	Mar. 19, 1924	Supply and delivery of three three-phase alternating-current induction motors, complete with starting apparatus and accessories, as specified.
36857	Mar. 19, 1924	Supply and delivery of one timber edger, including tools, and accessories, as specified.

#### POSTMASTER GENERAL'S DEPARTMENT

V. 293	Feb. 26, 1924	Supply and delivery of 93,160 telephones, 52,170 calling dials, 3,260 generators, and 2,146 extension switches, to drawings and as specified.
S.A. 695	June 4, 1924	Supply and delivery, or alternatively the supply, delivery and supervision of installation at Unley and Norwood, South Australia, of automatic telephone switchboards together with all associated apparatus, to drawings and as specified.
541	June 25, 1924	Supply and delivery, or alternatively the supply, delivery and supervision of installation at Albion and Newmarket, Queensland, of automatic telephone switchboards together with all associated apparatus, to drawings and as specified.



## OCEAN MAIL SERVICES

<i>With mails for</i>	<i>Steamer</i>	<i>Sailing from</i>	<i>Date</i>
<b>Great Britain and Countries via Great Britain.</b>			
"          "          "          "          "	<i>Andania</i> .. .. .	Halifax .. .. .	Feb. 18
"          "          "          "          "	† <i>Albert Ballin</i> .. .. .	New York .. .. .	Feb. 19
"          "          "          "          "	<i>Marburn</i> .. .. .	St. John .. .. .	Feb. 22
"          "          "          "          "	† <i>President Roosevelt</i> .. .. .	New York .. .. .	Feb. 23
"          "          "          "          "	<i>-Montclare</i> .. .. .	St. John .. .. .	Jan. 29
"          "          "          "          "	† <i>Olympic</i> .. .. .	New York .. .. .	Mar. 1
Germany .. .. .	* <i>Brecon</i> .. .. .	St. John .. .. .	Feb. 20
" .. .. .	* <i>Brant County</i> .. .. .	St. John .. .. .	Feb. 27
<b>Bermuda, Leeward Islands, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, British Guiana, Venezuela.</b>	<i>Chaleur</i> .. .. .	Halifax .. .. .	Feb. 29
<b>St. Kitts, Antigua, Barbados, Trinidad, British Guiana .. .. .</b>	* <i>Canadian Carrier</i> .. .. .	Halifax .. .. .	Feb. 22
<b>Bermuda, Bahamas, Jamaica, Colombia, British Honduras .. .. .</b>	* <i>Canadian Forester</i> .. .. .	Halifax .. .. .	Feb. 21
<b>Barbados, Trinidad, British Guiana.. .. .</b>	* <i>Berwyn</i> .. .. .	St. John .. .. .	Feb. 21
<b>Japan only .. .. .</b>	<i>Manila Maru</i> .. .. .	Victoria .. .. .	Feb. 18
<b>China and Japan .. .. .</b>	<i>Philoctetes</i> .. .. .	Victoria .. .. .	Feb. 21
" .. .. .	<i>President McKinley</i> .. .. .	Victoria .. .. .	Feb. 26
<b>Japan only .. .. .</b>	<i>Hawaii Maru</i> .. .. .	Victoria .. .. .	Feb. 27
<b>Australia and New Zealand .. .. .</b>	<i>Maunganui</i> .. .. .	San Francisco .. .. .	Feb. 22
<b>Australia only .. .. .</b>	<i>Sonoma</i> .. .. .	San Francisco .. .. .	Mar. 4
<b>Australia and New Zealand .. .. .</b>	<i>Makura</i> .. .. .	Vancouver .. .. .	Mar. 7

† Letter mail only. \* Parcel Post and specially addressed correspondence only.

- Papers, parcel post and specially addressed correspondence only.

The Andania will also be used for direct mail for the continent including Parcel Post to France.

**FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING  
FEBRUARY 4, 1924**

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 4, 1924. Those for the week ending January 28, 1924, are also given for the sake of comparison.

	Parity		Week ending Jan. 28, 1924.	Week ending Feb. 4, 1924.	
Britain .. . . .	£	1.00	\$4.38	\$4.380	\$4.4400
France .. . . .	..Fr.	1.	.193	.0475	.0480
Italy .. . . .	..Lire.	1.	.193	.0440	.0450
Holland.. . . .	..Florin.	1.	.402	.3833	.3870
Belgium .. . . .	..Fr.	1.	.193	.0426	.0426
Spain .. . . .	..Pes.	1.	.193	.1311	.1321
Portugal .. . . .	..Esc.	1.	1.08	.0321	.0334
Switzerland .. . . .	..Fr.	1.	.193	.1777	.1795
Germany .. . . .	..Mk.	1.	.238	....	....
Greece .. . . .	..Dr.	1.	.193	.0205	.0231
Norway .. . . .	..Kr.	1.	.268	.1397	.1396
Sweden .. . . .	..Kr.	1.	.268	.2697	.2713
Denmark .. . . .	..Kr.	1.	.268	.1640	.1693
Japan .. . . .	..Yen	1.	.498	.4630	.4789
India.. . . .	..R.	1.	2s.	.3151	.3193
United States .. . . .	\$	1.	\$1.00	1.0290	1.0300
Mexico.. . . .	\$	1.	.498	.4965	.4944
Argentina .. . . .	..Pes.	1.	.424	.3383	.3424
Brazil .. . . .	..Mil.	1.	.324	.1144	.1158
Roumania .. . . .	..Lei	1.	.198	....	....
Jamaica .. . . .	£	1.	4.86	4.3002	4.4959
British Guiana .. . . .	\$	1.	1.	} .8860—.9160	} .9154—.9463
Barbados .. . . .	\$	1.	1.		
Trinidad .. . . .	\$	1.	1.		
Dominica .. . . .	\$	1.	1.		
Grenada .. . . .	\$	1.	1.		
St. Kitts .. . . .	\$	1.	1.		
St. Lucia .. . . .	\$	1.	1.		
St. Vincent .. . . .	\$	1.	1.		
Tobago .. . . .	\$	1.	1.		
Shanghai, China.. . . .	..Tael	1.	.708	.7409	.7519
Batavia, Java .. . . .	..Guilder	1.	.402	.3653	.3708
Singapore, Straits Settlements .. . . .	\$	1.	.567	.5351	.5175

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

163. PROVISIONS.—A leading Hamburg firm seek the representation of a first-class firm exporting canned fruits, vegetables and fish, fresh, dried and evaporated fruits, and condensed milk.

164. CANNED GOODS.—A Christiania firm of importers, working on a commission basis, wish to secure representation for canned goods in Norway only.

165. CANNED GOODS.—A Stockholm importer wishes to secure agency in canned goods for a first-class Canadian exporter.

166. DRIED FRUITS.—A Christiania firm, working on a commission basis, and operating in Norway, wish to get into communication with Canadian exporters of dried fruit.

167. FLOUR.—A Christiania firm of importers, working on a commission basis and operating in Norway only, wish to represent a good flour mill in Canada.

168. FLOUR.—A firm of commission agents in Trinidad would like to secure a Canadian connection for flour. Samples to be supplied and c.i.f. quotations in Canadian funds. Shipments to be prompt and quality up to standard.

169. FLOUR.—A Stockholm importer desires agency for a Canadian firm of wheat flour and rye flour exporters.

170. GRAIN.—A Christiania firm of commission agents operating in Norway only wish to be put in touch with Canadian exporters of grain on a commission.

171. GRAIN.—A Stockholm importer wishes agency for a Canadian firm which can supply unlimited quantities of grain of all kinds.

172. GRAIN AND FLOUR.—A leading Hamburg firm seek the representation of a first-class Canadian firm exporting grain and flour.

173. SUGAR.—A Christiania firm of importers wish to be placed in correspondence with Canadian exporters of sugar. Commission basis only and in Norway only.

174. PACKING-HOUSE PRODUCTS.—A Stockholm importer desires agency for Canadian packing-house products.

175. PACKING-HOUSE PRODUCTS.—A leading Hamburg firm seek the representation of a first-class Canadian firm exporting packing-house products.

### Miscellaneous

176. CASINGS.—A Hamburg firm seek the representation of a first-class Canadian packing house exporting casings of all kinds.

177. LOGGING BULL PULLEY BLOCKS.—A London company, acting upon behalf of customers in British East Africa, invite catalogues and prices from Canadian manufacturers of logging bull pulley blocks.

178. GRAMAPHONES.—A firm in Florence are anxious to open up business relations with Canadian exporters of gramophones.



**PROPOSED SAILINGS FROM CANADIAN PORTS***Subject to change without notice. The sailing dates are approximate.***From St. John**

To LIVERPOOL.—Montrose, Feb. 15; Marburn\*, Feb. 22; Montclare\*, Feb. 29; Monttrose, March 14; Montlaurier, March 21—all of the Canadian Pacific Steamships, Ltd.

To LIVERPOOL AND GLASGOW.—Marloch\*, Canadian Pacific Steamships, Ltd., March 8.

To LONDON AND HULL.—Cornish Point†, Feb. 19; Ariano, March 4—both of Furness Line.

To LONDON AND ANTWERP.—Canadian Planter, Feb. 13; Canadian Explorer, Feb. 27; Canadian Ranger, March 12; Canadian Conqueror\*, March 26—all of Canadian Government Merchant Marine; Brandon†, Canadian Pacific Steamships, Ltd., March 1.

To LONDON AND HAMBURG.—Bolingbroke†, Feb. 13; Brecon†, Feb. 20; Balfour†, March 11—all of the Canadian Pacific Steamships, Ltd.

To LONDON AND HAVRE.—Hastings County, Intercontinental Transport Services, Ltd., March 22.

To LONDON AND ROTTERDAM.—Welland County†, Intercontinental Transport Services, Ltd., Feb. 24.

To HAMBURG AND HAVRE.—Essex County, Feb. 15; Brant County, Feb. 27—both of Intercontinental Transport Services, Ltd.

To CHERBOURG, SOUTHAMPTON AND ANTWERP.—Melita, Canadian Pacific Steamships, Ltd., Feb. 14 and March 19.

To GLASGOW.—Batsford\*, Feb. 16; Metagama\*, March 7; Marburn, March 22—all of Canadian Pacific Steamships, Ltd.

To GLASGOW AND AVONMOUTH.—Lakonia†, Feb. 15; Kastalia†, March 22—both of Anchor-Donaldson Line.

To MANCHESTER.—Manchester Corporation\*, Feb. 9; Manchester Shipper†, Feb. 13; Manchester Brigade\*, March 8; Manchester Producer, March 22—all of Manchester Line.

To CARDIFF AND SWANSEA.—Canadian Leader\*, Feb. 16; Canadian Mariner, March 4; Canadian Commander, March 20—all of the Canadian Government Merchant Marine.

To BELFAST AND DUBLIN.—Lord Londonderry, Feb. 10; Melmore Head, March 4—both of Head Line.

To HAVRE AND HAMBURG.—Brant County, Intercontinental Transports, Ltd., Feb. 27.

To ROTTERDAM.—Porsanger, Feb. 7; Lisgar County, March 22—both of Intercontinental Transports, Ltd.

To HAMBURG.—Porsanger, Intercontinental Transports, Ltd., March 25.

To ROTTERDAM AND HAMBURG.—Grey County, Intercontinental Transports, Ltd., March 9.

To SCANDINAVIAN AND BALTIC PORTS.—Virginia, March 2; Kentucky, March 23—both of the Scandinavian-American Line.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Trewyn, New Zealand Steamships, Ltd., Feb. 20.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO AND BUENOS AIRES.—A steamer, Houston Line, Feb. 10.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn†, Feb. 20; Borden†, March 13—both of Canadian Pacific Steamships, Ltd.

To BERMUDA, ST. KITTS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, Feb. 17; Chignecto, March 2; a steamer, March 16—all of the Royal Mail Steam Packet Co.

To SOUTH AFRICAN PORTS, CAPE TOWN, PORT ELIZABETH, EAST LONDON, DURBAN AND DELAGOA BAY.—Barracoo, Elder Dempster Line, Feb. 15.

To HAVANA.—A steamer, Nagle & Wigmore, Feb. 15.

**From Halifax**

To LIVERPOOL.—Regina\*, Feb. 17; Canada\*, March 2—both of the White Star-Dominion Line.

To LONDON AND HULL.—Cornish Point, Furness Line, Feb. 20.

To LIVERPOOL AND BELFAST.—Regina\*, White Star-Dominion Line, March 23.

To HAVANA, LAGUAYRA (VENEZUELA), PORT OF SPAIN, MONTEVIDEO AND BUENOS AIRES.—Maria Pinango, Linea Hispano Americana de Vapores (I. H. Mathers & Son, agents), Feb. 10.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Carrier, Feb. 22; Canadian Squatter, March 7; Canadian Otter, March 21—all of Canadian Government Merchant Marine.

\* Cold storage.

† Sirocco fans.

To BERMUDA, NASSAU, KINGSTON AND BELIZE.—Canadian Forester, Feb. 21; Canadian Fisher, March 13—both of Canadian Government Merchant Marine, Ltd.

To BERMUDA, ST. KITTS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaudiere, Feb. 15; Chaleur, Feb. 29; Chignecto, March 14; a steamer, March 23—all of the Royal Mail Steam Packet Co.

To CUBA AND JAMAICA.—Caledonia, Feb. 13; Andalusia, Feb. 27; Caledonia, March 12; Andalusia, March 26—all of Pickford & Black, Ltd., Halifax.

To PLYMOUTH, CHERBOURG AND LONDON.—Andania, Feb. 18; Antonia, March 3—both of Cunard Line.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Trewyn, New Zealand Shipping Co., Ltd., Feb. 20; Canadian Spinner, Feb. 22; Canadian Challenger, March 22—both of Canadian Government Merchant Marine.

### From North Sydney, N.S.

To NEWFOUNDLAND.—Kyle, Newfoundland Government Railway Commission, tri-weekly (Tuesday, Thursday and Saturday).

### From Vancouver

To AVONMOUTH.—Canadian Freighter, Feb. 25; Canadian Highlander, March 25—both of Canadian Government Merchant Marine.

To LIVERPOOL, LONDON, ROTTERDAM AND ANTWERP.—Drecht dyk\*, Holland-American Line, middle of February; Loch Gail\*, Royal Mail Steam Packet Co., middle of March.

To BORDEAUX, HAVRE AND ANTWERP.—Hudson, Feb. 11; Oklahoma, Feb. 14; Texas, March 1; Michigan, March 12—all of French Line.

To SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Traveller\*, Canadian Government Merchant Marine, March 11.

To PLYMOUTH, LITTLETON AND DUNEDIN.—Waihemo, Canadian-Australasian Line, Feb. 16.

To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Line, March 14.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Makura, Canadian-Australasian Royal Mail Line, March 7.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Manila Maru, Feb. 9; Haiwai Maru, Feb. 20; Alabama Maru, March 1; Arizona Maru, March 21—all of the Osaka Shosen Kaisha Line.

To YOKOHAMA, KOBE, SHANGHAI AND HONG KONG.—Empress of Australia, Canadian Pacific Steamships, Ltd., March 20.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific Steamships, Ltd., March 6.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Tyndareus, Feb. 26; Protesilaus, March 17—both of the Blue Funnel Line.

To YOKOHAMA, KOBE, MOJI, SHANGHAI AND NAGASAKI.—Hawaii Maru, Osaka Shosen Kaisha, Feb. 12.

To YOKOHAMA AND KOBE.—Toyooka Maru, Feb. 10; Toyama Maru, March 2; Iyo Maru, March 10—all of the Nippon Yusen Kaisha Line.

To YOKOHAMA, KOBE, MOJI, SHANGHAI AND HONG KONG.—Alabama Maru, Osaka Shosen Kaisha Line, March 1.

To YOKOHAMA.—Canadian Britisher, Feb. 25; Canadian Scottish, March 2—both of Canadian Government Merchant Marine.

To YOKOHAMA, KOBE, NAGASAKI AND SHANGHAI.—Arizona Maru, Osaka Shosen Kaisha Line, March 21.

To YOKOHAMA AND SHANGHAI.—Canadian Winner, Canadian Government Merchant Marine, March 20.

### From Victoria

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Feb. 9; Makura, March 8—both of Canadian-Australasian Royal Mail Line.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Tyndareus, Blue Funnel Line, Feb. 26.

To YOKOHAMA, KOBE, SHANGHAI, HONG KONG AND MANILA.—President Madison, Feb. 14; President McKinley, Feb. 26; President Jackson, March 9; President Jefferson, March 21—all of the Admiral Oriental Line.

\* Cold storage.



## COMMERCIAL INTELLIGENCE SERVICE

(For List of Canadian Trade Commissioners and Commercial Agents, see back page)

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### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

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#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

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#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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### ENLARGED CANADIAN TRADE INTELLIGENCE

Under an arrangement made by the Minister of Trade and Commerce with the Secretary of State for the Colonies, the services of the British Commercial Diplomatic Officers, as well as those of British Consuls, will be available for Canadian firms, who are at liberty to apply direct to them for information as to the possibilities of sale of Canadian products, the method under which business is conducted, and the best means of getting into touch with markets. The arrangement referred to applies to all countries in which Canada is not represented by her own Commercial Intelligence Service.

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### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

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### BRITISH TRADE COMMISSIONERS SERVICE

In connection with the British Trade Commissioners Service which is now established in British possessions overseas, the British Government has placed the services of the Trade Commissioners at the disposal of Canada, especially in those overseas British possessions where Canada has no representatives of its own.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164,  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also  
for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancomac.*

#### Denmark

B. S. Webb, Raadhushpladsen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of the  
Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num.  
126-bis, Mexico City. Office, Edificio Banco de  
Londres y Mexico, Num. 30. *Cable Address,  
Cancomac.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street,  
Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Acting Trade Commissioner, Sun  
Building, Clare street, Bristol. *Cable Address,  
Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scot-  
land. (Territory covers Scotland and Ireland.)  
*Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.



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# Commercial Intelligence Journal

Vol. XXX

February 16, 1924

No. 1046

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Trade Commissioner A. E. Bryan's Itinerary in Canada  
The Mercantile Shipbuilding of the World in 1923  
Australian Fruit Prospects in Currants and Raisins  
Industrial Plants in Australia: Comparative Tables  
Market in Northern Africa for Machines and Machinery  
Agricultural Machinery and Implement Market in Java  
Trade Inquiries for: Flour; Lard; Fish; Tobacco;  
Paper; Leather; Handles; Electrical Plant; Etc.

## DEPARTMENT OF TRADE AND COMMERCE OTTAWA, CANADA

MINISTER  
HON. THOS. A. LOW

DEPUTY MINISTER  
F. C. T. O'HARA

COMMERCIAL INTELLIGENCE SERVICE  
H. R. POUSSETTE, Director



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# Commercial Intelligence Journal

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Ottawa

FEBRUARY 16, 1924

No. 1046

## INDEX TO THE "COMMERCIAL INTELLIGENCE JOURNAL"

The index to the *Commercial Intelligence Journal* for the six months ended December 28, 1923 (Nos. 1014 to 1039 inclusive), is being sent out with this issue. Canadian manufacturers and exporters are strongly advised to file all numbers of the *Commercial Intelligence Journal* for future reference, and to preserve them, with the index, in bound volumes, or in some other convenient form. Back numbers (with the exception of those which may be out of print), as well as additional copies of the index, may be had free of charge on application to the Director, Commercial Intelligence Service, Ottawa.

## TRADE COMMISSIONER A. E. BRYAN'S ITINERARY IN CANADA

Mr. A. E. Bryan, Canadian Trade Commissioner to Japan, is at present engaged in a business tour of the Dominion on behalf of Canadian export trade to Japan. The following is the second part of his itinerary, and it will be noted that a slight modification of dates has been made since the itinerary was first published in the *Journal*:—

Montreal . . . . .	Feb. 11-20	Windsor.. . . .	Feb. 29 and Mar. 1
Hamilton . . . . .	Feb. 20-21	Kitchener . . . . .	Mar. 3
St. Catharines (including Merriton, Thorold, Welland) . . . . .	Feb. 22-25	Guelph . . . . .	Mar. 4
Brantford.. . . .	Feb. 26	Winnipeg . . . . .	Mar. 10
Ingersoll . . . . .	Feb. 27	Edmonton . . . . .	Mar. 12
London . . . . .	Feb. 27-28	Calgary . . . . .	Mar. 13
		Vancouver . . . . .	Mar. 15-20

Canadian firms who desire to be brought in touch with Mr. Bryan should address their communications to him care of the Board of Trade or Chamber of Commerce in the respective cities above noted.

## TRADE COMMISSIONER D. H. ROSS'S PROSPECTIVE VISIT TO CANADA

It is expected that Mr. D. H. Ross, Canadian Trade Commissioner to Australia, will arrive in Canada via Vancouver in the first week of April next, and will make a tour of the Dominion, in order to afford exporters interested in the Australian market an opportunity of interviewing him. Canadian firms who wish to interview or be brought into touch with Mr. Ross, are invited to communicate with the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

MERCANTILE SHIPBUILDING IN 1923

TRADE COMMISSIONER HARRISON WATSON

London, January 25, 1924.—Lloyd's Annual Report shows that the extreme depression in shipbuilding which was experienced in the United Kingdom in 1923 was common to the whole world, because the total launchings of all countries aggregated only 1,643,181 tons, which was a decrease of 823,903 tons as compared with 1922, and less than half of the pre-war world's record output year, 1913.

As shipyards in all countries were quiet, Britain's relative proportion of the total production (39.2 per cent) exhibits little difference from 1922, but records a heavy fall from 1913, when the British share reached 58 per cent.

In reproducing the statistics of actual launchings during 1923 in the leading countries in comparison with the previous year, attention should be called to the check sustained in the revival of shipbuilding in Germany which was the noteworthy feature of 1922, and also to the fact that whereas, resulting from the tonnage constructed for the Great Lakes traffic, the United States shows a little better result than in 1922, the figures (172,817 tons) compare with 2,476,253 tons in 1920 and 4,075,385 tons in 1919.

	1923 (Tons)	1922 (Tons)
United Kingdom .. . . .	645,651	1,031,081
Germany .. . . .	358,273	575,264
United States .. . . .	172,817	119,138
France .. . . .	96,644	184,509
Japan .. . . .	72,745	83,419
Italy .. . . .	66,523	101,177
Holland .. . . .	65,632	163,132
Denmark .. . . .	49,479	41,016

NOTES REGARDING PRODUCTION IN PRINCIPAL COUNTRIES

*United Kingdom.*—In Great Britain and Ireland during 1923, 222 merchant vessels of 645,651 tons were launched. These were all of steel and comprised 179 steamers and 21 motor vessels.

Apart from the war years 1915 and 1916, during the period 1892-1922, the previous lowest record was in 1893 (836,383 tons)—nearly 30 per cent more than the launchings for 1923.

A noticeable feature of last year's operations is the falling off in foreign orders, which have always been such a prominent feature of British shipbuilding, and which aggregated only 18,846 tons, or under 3 per cent of the total, as compared with 26 per cent in 1922 and an average of 22 per cent for the five pre-war years. While this was partly due to increased competition, a main cause was constant labour troubles.

The year witnessed further progress in the use of internal combustion engines and also of turbines. The Clyde, although experiencing the most severe decrease, still occupied the first place among shipbuilding centres with 173,201 tons, followed by the Tyne (137,408 tons) and Belfast (127,426 tons).

As regards the movement of the shipbuilding industry during last year, Lloyd's quarterly returns showed that at the opening of the year 1,468,599 tons were under construction in Great Britain and Ireland, which was the lowest since March, 1916, and the position was further affected by the fact that work on over 10 per cent of this was completely suspended. A slight increase during the winter was succeeded by a steady decrease until September, but during the last quarter of the year a decided advance took place, and on the 31st December the tonnage being built in the United Kingdom amounted to 1,395,181 tons, only 73,418 tons less than twelve months ago.



As regards the future, Lloyd's report expresses the opinion that the above position, together with the fact that orders for new ships have recently increased, leads to the hope that, in the absence of unforeseen adverse circumstances, an improvement may shortly become apparent in the condition of the shipbuilding industry in this country.

*Germany.*—During the year under review 117 vessels of 358,273 tons were launched in German yards, which total is 216,991 tons less than in 1922, but nevertheless represents nearly 36 per cent of the output in countries other than the United Kingdom.

*United States.*—The production in 1923, although slightly in excess of 1922, is, with the exception of 1911, the lowest since 1898, but accounts for nearly 18 per cent of the tonnage built outside Great Britain.

*France.*—French shipbuilding participated in the general decline, the launchings (96,644 tons) showing a reduction of 87,865 tons as compared with 1922, and of 41,000 tons in contrast with the pre-war average.

*Japan.*—While Japan's output (72,475 tons) is 10,944 tons lower than in 1922, the figure still exceeds that for any year prior to 1914.

*British Dominions.*—The total tonnage launched in all the British Dominions overseas during 1923, namely 41,263 tons, is 21,502 tons less than in 1922.

Of the total figures, 15,260 tons are attributed to Hong Kong, 13,998 tons to Australia, and 11,038 tons to Canada.

#### SHIPPING UNDER CONSTRUCTION OUTSIDE OF THE UNITED KINGDOM

The combined totals of the work in hand in the various countries, apart from the United Kingdom, steadily decreased during the whole of 1923. At the beginning of the year the tonnage under construction amounted to 1,485,719 tons, and at the end of December the total was 1,049,155 tons, of which Germany has work in hand amounting to 324,184 tons; Italy, 119,663 tons; Holland, 112,811 tons; France, 110,725 tons; and the United States, 91,585 tons.

In view of the greater volume of new orders which were placed during the last quarter of 1923, the hope is expressed, as in the case of the United Kingdom, that the year may bring an appreciable change for the better in the conditions generally prevailing in the shipyards abroad.

#### AUSTRALIAN CROP PROSPECTS IN CURRANTS, SULTANAS AND RAISINS

Mr. D. H. Ross, Canadian Trade Commissioner in Melbourne, sends the following cable under date February 9, 1924, regarding crop prospects in currants, sultanas and raisins:—

"Mildura, Renark and other districts report crops of currants, sultanas and raisins to be looking exceedingly well. Pack is certain to exceed last year. Weather favourable, but cooler than desired. Picking first currants begins next week; sultanas and raisins later. Given hot dry weather excellent quality is expected."

## AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, January 8, 1924.—After closing over the Christmas holiday season, Australian stock exchanges reopened on January 7, and no active demand for Government stocks, mining shares, or industrial investments has yet been in evidence. The chairman of the Melbourne Stock Exchange at its first call in 1924 congratulated the members over the activities in various channels in the previous year, and predicted, through various causes, a better all-round investment market in the succeeding months.

The closing of several wheat pools which were in operation some time ago promises to release considerable capital to growers who were able to retain their wheat scrip, but the chief advantage will be derived by speculators who benefited by the necessity of agriculturists being compelled to sell their interest in the open market.

The first Australian wool sales for 1924 open in Melbourne next week when the selling brokers will offer extensive catalogues, and values promise to be retained on the basis of recent abnormally high rates as, apparently, the demand for wool is insatiable.

The rapid realization of old stocks of wool held in England, on the joint account of the British Government and Australian growers, should contribute both towards easy finance and the hardening of prices on the new season's clip which will show a considerable contraction in production from that of the previous year.

The two disturbing factors are undoubtedly the serious depreciation in sterling exchange, and the abnormally large accumulations which Australian banks hold in London and the impossibility of transfer of the funds to the Commonwealth. These deposits, earning low interest, will be added to by reason of the large exports of wool now in full operation. As against these formidable amounts, required in the ordinary commitments of Australian commerce and for investments in expanding pastoral and other industries, are the redemption of Australian state loans falling due, chiefly in London, within a comparatively early period.

Generally the trading situation is satisfactory, and recent heavy rains in the States which had gone through an arduous and disastrous period have greatly improved the commercial outlook.

The trans-Pacific steamers leaving Sydney for Vancouver during the next three to four months have now their passenger accommodation almost entirely booked. Many Australian business men are taking the Canadian route, either going to or returning from the British Empire Exhibition, thus contributing towards an inter-Empire knowledge of commerce and affairs.

## AUSTRALIAN WHEAT AND FLOUR SHIPMENTS

TRADE COMMISSIONER D. H. ROSS

Melbourne, January 8, 1924.—The new season's wheat is now moving rapidly to shipping ports in the several Australian States, and already several large shipments have been made to Japan. The demand from Japan is stated to be accentuated by the desire to land shipments at ports of destination before the imposition of a customs duty, which it is believed may become effective in March. On reliable information, as this mail closes, it is stated that considerable sales of wheat have been made in Western Australia for shipment to South Africa, but exporters are experiencing difficulty in obtaining supplies to fill cargo space booked on steamers now on the berth at Fremantle. The market to-day for new wheat is about 4s. 6½d. (normally \$1.09) per bushel f.o.b. steamer at principal loading ports.



Some fair orders for new season's flour have been received from South Africa which market, however, is not buying with the freedom usually noticeable at this period of the year. Hong Kong purchased a few hundred tons of Australian flour for late December and early January shipment. Business in this commodity with Egypt is temporarily at a standstill owing to the inability of shippers to secure tonnage for Egyptian ports. While wheat and wool are offering for cargo to the United Kingdom, and to Continental ports, it is difficult to induce shipping companies to load cargoes for Egypt. To-day's quotations on standard lines of roller flour varies from £9 10s. to £9 12s. 6d. (normally \$46.23 to \$46.84) per short ton (2,000 pounds) in 150-pound sacks f.o.b. steamer.

The freight position is firm, the parcel rate to the United Kingdom being £1 10s. per long ton (2,240 pounds) but, owing to the difficulty of obtaining tonnage, shippers are offering as high as £1 15s. per ton in order to obtain space. To Durban and Cape Town the freight rate is £1 10s. per ton and £1 15s. per ton to other South African ports on either wheat or flour.

## INDUSTRIAL PLANTS IN AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Melbourne, January 8, 1924.—From correspondence received at this office from time to time, it is apparent that many Canadian manufacturers seriously discount the number, extent and value of output of Australian industries. The appended comparative statement—between Australia, New Zealand, Canada and the United States—recently issued by the Commonwealth Statistician, is illuminative, and is submitted for general information.

### COMPARISON OF MANUFACTURING STATISTICS

The Commonwealth Statistician (Mr. Chas. H. Wickens) has made available an interesting comparison of the statistics of manufacturing in Australia and several other countries where the returns are tabulated on similar lines. The results were compiled from official sources, and refer to the latest dates for which statistics were collected in the various countries:—

Item	Unit	Australia 1921-22	New Zealand 1921-22	Canada 1920	U. S. America 1919
1. Number of factories .. . . .	No.	18,023	4,180	42,406	290,105
2. Number of employees .. . . .	No.	395,425	70,316	684,698	10,813,636
3. Approximate value of capital invested	£	230,533,310	59,249,318	760,957,400	9,646,857,000
4. Salaries and wages paid .. . . .	£	68,050,861	13,677,376	180,179,800	2,905,363,000
5. Value of raw materials used .. . . .	£	190,410,265	40,044,315	484,342,200	8,088,200,000
6. Gross value of output .. . . .	£	320,340,765	67,146,269	889,241,500	13,507,190,000
7. Value added in process of manufacture	£	129,930,500	27,101,944	404,899,300	5,418,991,000

The general summary as presented in the above table reveals the relative importance of the several countries as manufacturing nations. A more detailed examination of the returns is furnished in the following table with the object of showing how the management and conduct of Australian manufacturing compares with the standard attained in the other countries.

Item	Unit	Australia	New Zealand	Canada	United States
1. Value added in process of manufacture per employee .. . . .	£	329	385	591	501
2. Value added per head of population..	£	24	21	46	51
3. Salaries and wages per employee .. .	£	179	195	263	276
4. Percentage of salaries and wages to added value .. . . .	%	52	50	44	54
5. Capital invested per employee .. . . .	£	583	843	1,111	892
6. Percentage of value added to capital invested .. . . .	%	56	46	53	56
7. Value added per £1,000 expended in salaries and wages .. . . .	£	1,909	1,982	2,247	1,865
8. Gross output per £1,000 expended in raw materials .. . . .	£	1,682	1,677	1,836	1,670
9. Percentage of factory employees to total population .. . . .	%	7	6	8	10

The following details in connection with the manufacturing industries of the various countries are worthy of special mention. The value added in the process of manufacture per employees is £329 in Australia compared with £501 in the United States and £591 in Canada. The average wage paid is lowest in Australian factories, being nearly £100 per employee less than either North American country, whilst the material and financial equipment of Australian factories is considerably less than the capital invested in Canadian or United States factories, the respective values per employee being £583, £1,111 and £892.

It will be noticed that in many respects the manufacturing industry of New Zealand is conducted on similar lines to the Australian industry.

When allowance has been made for the higher rate of wages and the superior plant in America the condition of Australian manufacturing is highly satisfactory. For every £1,000 expended in salaries and wages in factories, £1,909 is produced in Australia, £1,865 in United States and £2,247 in Canada, whilst £682 is added to every £1,000 worth of raw materials in Australia compared with £670 in the United States and £836 in Canada. The return from capital is remarkably close in the three countries, the percentages of added value to capital invested for Australia, Canada and the United States being 56 per cent, 53 per cent and 56 per cent respectively.

One person out of every 14 inhabitants is employed in Australian factories, 1 in 12 in Canada, and 1 in 10 in the United States.

## CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, February 7, 1924.—There is every indication that the prospects in the United States for continued trade activity are favourable, although buying is conservative. Steel production is again on the increase concurrently with a rise in the price of pig-iron and some steel products. The condition of the steel industry is indicated by the United States Steel Corporation's second increase of the season in quarterly dividends and an estimated 10 per cent increase in capacity during January. Building costs have not continued to decrease, but building activity is still vigorous in many sections of the country. An increase in automobile construction is projected. There was a slump in loadings of railway freight in the first two weeks of January. In this period freight loadings fell below the 1919, 1920, and 1923 records, but exceeded all records during the third week of the month.

### THE COTTON SITUATION

The most uncertain feature in the business outlook is the situation in the cotton market, which is very exceptional. Prices are influenced alternately by export demands and reduced home consumption. At the time of writing an advance of \$3 a bale, owing to export movement, has put the price of cotton on a higher level than has been reached for some time. The textile mills are facing a problem. The price of raw material is 25 per cent above the figure of a year ago, and finished goods are selling at from 5 to 10 per cent lower, with advances being fought by the consumers. An important development is an improvement in the weather in the cotton areas, which will permit active preparations to be made for the next crop.

### THE AGRICULTURAL SITUATION

In the West the commercial outlook is regarded as satisfactory. The steel mills have increased their operating capacity to nearly 100 per cent in some cases. There has been heavy buying of new freight cars and other railroad equipment. Grain loadings on the western railroads increased, which, with a



growth in the movement of coal, live stock, and general freight, constituted a record loading for the month of January. Although reported increases in the sale of mail order houses would indicate that conditions are easier in the agricultural areas, the distress of the wheat farmers in some sections, chiefly on account of the prevailing low prices of farm products, cannot be questioned. All the wheat-growing states have experienced some distress, but it has been more acute in North and South Dakota and in Minnesota, where the wheat crop was very poor and grain was sold at less than the cost of production. As a result growers are in debt and many of the smaller banks are in difficulties on account of loans. The President has addressed a communication to Congress on the subject and called a conference with a view to discussing means of supplying new capital. In addition to the assistance already extended to the farmers by the Federal and various State governments, Congress is now considering a bill which will place another \$75,000,000 at the disposal of the Secretary of Agriculture, acting in co-operation with local loan committees, and authorize payments of \$1,000 to those farmers who propose to invest in activities which will increase income and enable them to diversify their crops, so that the risk of depending upon the returns from one crop may be lessened. In the meantime a reassuring advance in grain prices has taken place and on February 6 corn went to the highest price on the present crop.

#### THE EXCHANGE SITUATION

There have been pronounced breaks in foreign exchange. All European currencies were more or less affected when the franc reached its low record in the middle of January and fell below the lira. Apparently the New York stock market was little affected by these fluctuations. Sterling's low point during the month was 4.20 and its high 4.29. On February 1, sterling reached 4.33 and at the time of writing stands at 4.31. Discount on the Canadian dollar in January rose and fell between 2 and 3 per cent.

### ITALIAN TRADE IN ELECTRICAL FIXTURES

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, January 11, 1924.—During the twelve months ended December 31, 1922, Italy imported some 1,055 metric tons of electric lighting apparatus and fixtures, exclusive of incandescent lamps, and the fact that 848 metric tons of this total was supplied by Germany is indicative of the success which is attending the persistent efforts which are being put forward by German manufacturers to monopolize Italy's import requirements in this trade. An organization comprising six important German manufacturers sent recently to Italy a representative who thoroughly covered the ground, and who has established in Milan, on behalf of his principals, a warehouse where large assorted stocks are carried, thus facilitating the replacement of depleted lines. The German offerings embrace a wide range of up-to-date brass-finished fixtures, many of which are similar in design to those most popular in Canada, while attention is also given to alabaster and more elaborate iron styles.

Exchange conditions give to Germany an appreciable advantage over other foreign suppliers of Italy's import requirements of electrical lighting fixtures, and her proximity and through-rail facilities constitute a further handicap in so far as Canada is concerned; all of which serve to render impracticable competition at the present time.

The manufacture of electrical fixtures and appliances is an important industry in Italy, and a large branch plant of a world-wide organization is located in Milan, where chafing dishes, heaters, irons, and all kindred appliances are turned out, the struggle for predominance now being virtually confined to German offerings and those of domestic manufacture.

## THE CHEMICAL TRADE OF SICILY

O. VERZOCCHI, OFFICE OF THE TRADE COMMISSIONER

Milan, December 27, 1923.—Essential oils of lemons and oranges are distilled in the provinces of Messina, Palermo and Catania. The annual output averages 800 tons. The exports for 1922 were 817 tons; including the essences of mandarines and bergamotte, for a value of about 29 million lire. The industrial methods employed are still very primitive, and though the quality of the extract is very high, much larger quantities could be obtained by the use of mechanical processes. Another branch of this industry which would probably be further developed is that which separates the extracted oil from the turpentine it contains, thus preparing a finished product for the export market. The Citrus Oil Company of Acireale is considered at present the most important firm engaged in this process.

*Citrate of Lime.*—While the orange and lemon peels provide the essential oils, the pulp of the fruit is used to produce the so-called "agro," which treated with powdered lime gives the citrate of lime. Before the war the yearly production averaged some 6,000 tons, rising to over 10,000 tons during the war. At present there is an output of some 8,000 tons, the greater part of which is exported.

*Citric Acid.*—As Sicily produces about nine-tenths of the world's output of citrate of lime, the island should become not only the world supplier for that product but also one of the most important producers of citric acid. The largest works engaged in the citric acid industry are those of the Arenella Chemical Company of Messina with an annual output of some 1,500 tons, which is about one-fourth of the world's supply. Three new chemical plants manufacturing citric acid have just now been established in the environs of Messina. On account of the high tariff duty placed on citric acid by the United States, which was the largest importer of that Sicilian product, there is now a crisis in this industry.

*Tartaric Acid and Cream of Tartar.*—Although Sicily has an important wine industry, the manufacture of the by-product, tartaric acid, was only begun there in 1910. It is carried on the same level with that of citric acid and is likely to have considerable development. The same can be said for the cream of tartar.

*Sulphur Olive Oil.*—This industry is important and is well organized with nine mills. The olive pulp (called *sansa*) used as raw material comes not only from Sicily but also from Tripoli, Tunis, Dalmatia and Asia Minor. Further development is prevented for the present on account of transportation difficulties.

*Tanning Extracts.*—Sicily is also a large producer of sumach, which contains a tanning substance varying from 24 per cent to 30 per cent as against the usual 16 per cent. In 1922 some 205,461 quintals of tanning extract were exported, valued at about 20,500,000 lire. The production of this commodity could be greatly increased if the markets were better organized in the interests of the manufacturer.

*Perfumery.*—Although Sicily is rich in raw material for the manufacture of perfumes, the distillation of essential oils for perfumes is so far restricted to a few small private businesses.



## NORTH AFRICAN MARKET FOR MACHINES, MACHINERY AND MECHANICAL FITTINGS

TRADE COMMISSIONER W. McL. CLARKE

*[Former reports in this series on Tunisia, Algeria, and Morocco have been published as follows: Agricultural Machinery (Nos. 1021 and 1022); Motor Vehicles (No. 1023); Building Materials (No. 1024); Chemicals (No. 1025); Coal (No. 1027); Electrical Equipment (No. 1030); Cereals and Feedstuffs (Nos. 1032 and 1033); Foodstuffs (Nos. 1034 and 1035); Glassware and Earthenware (No. 1036); Furniture (No. 1037); Footwear (No. 1038); Iron and Steel (No. 1039); Kitchenware and Household Furnishings (No. 1040); Hardware (No. 1043); and Leather (No. 1045). Tons equal metric tons.]*

Milan, January 15, 1924.—Northern Africa is not yet made as an industrial country, and it is doubtful if pure industry will ever develop on a large scale in these three countries of the southern Mediterranean. Algeria, it is true, has several fairly important industrial enterprises apart from its mining, and including factories given over to the manufacture of porcelain and chinaware, tile making, furniture making, metallurgy and agricultural implements, the preparation of such foodstuffs as flour (which is Algeria's most perfected industry), tinned provisions, macaroni, biscuits, chocolates, sauces and vinegar, the production of soap, barrels, sandals, tobacco, vegetable fibre, brushware, cement, leather, textiles, carpets, superphosphates, alcohol, matches, perfumery, essences, olive oil, and lumber. What is more, ship and railway repair works are employers of a certain amount of industrial labour, while there not a few engineering shops devoted to the maintenance of the present manufactories are established. Algeria, however, is essentially an agricultural country, and it will in all probability continue to export most of its raw material and import the bulk of its manufactured requirements. In addition to the above-mentioned industries, port constructional work, the improvement of the roads, municipal projects, the laying out and extension of tramways and railways, the building and repair of bridges, hydro development, and mining concessions all call for various lines of machinery and mechanical fittings which must for the most part be supplied from abroad. Hence the opening in Algeria for foreign engineering supplies.

Tunisia, on the other hand, does not rank even as high as Algeria as an industrial country. Mining, after agriculture, makes the biggest contribution to the economic status of the Regency, and the industrial plant which has been laid down is not of striking importance. There are about ten fairly large and well-equipped flour mills, three or four macaroni factories, 256 olive-crushing installations operated by mechanical motors besides the native crushing mills, fifteen distilleries (most of which are small), a few factories engaged in the production of conserved foods such as vegetables, fish and meats, and other industrial undertakings manufacturing on a small scale native clothes, sacs, cement, ice, ceramic ware, furniture, marble works, carbon disulphide from the crushed olive residue, fertilizers, and leather. There is also a lead foundry and about a dozen engineering shops for repair work. These manufactories have altogether a moderate amount of mechanical plant which from time to time has to be replaced or extended, while the general development of the economic resources of the country will, as also in the case of Algeria, make claims upon foreign suppliers of machinery and engineering material.

Morocco, though the most recently exploited of the three North African countries, has also entered into the industrial world. As in Tunisia and Algeria, flour-milling is the most important branch of industry, and Casablanca alone can turn out about 230 tons of flour a day. A census of the Protectorate

authorities in 1920 showed that French Morocco had about 56,000,000 fr. invested in various industrial enterprises, which employed about 3,200 workmen and which operated on about 6,000 horse-power. The figures for 1923 would, it was stated, be approximately 15 to 20 per cent higher. Among the industries represented may be mentioned (in addition to the flour mills) macaroni, cement and brick, tile and pipe, tallow and soap, furniture and carriage factories, saw-mills, foundries, oil mills, breweries, and engineering works. Spanish Morocco has practically no industries except its mines, nor is Tangier an industrial zone. Hence the market in Morocco for machinery and engineering supplies is not so dependent upon the state of the existing industries as upon the further opening up and development of this country. Public and municipal works therefore rather than industry will doubtless continue for a long time to offer the greatest opportunities to overseas exporters of engineering equipment.

THE GENERAL OUTLOOK

In view then of the virtually small-scale production throughout North Africa, it is not surprising to find that the actual imports of machines, machinery, and mechanical fittings are not very large, and hinge on, first, agriculture, which rather than indoor industry is the chief characteristic feature of the North African economic background. It is undoubtedly the equipment to prepare the ground, cultivate the crops, and gather the harvests which counts the most in the development of North Africa. Secondly, there is the not inconsiderable need of the accessories necessary in implementing the mines; while in the third place comes the requirements of the present industrial plant as it now exists. Finally, we have all those works of public utility either in progress or but in prospect, which will evoke in the process of completion not a little of the industrial furnishings which the Western world can conveniently supply. The port of Tangiers is by last month's international agreement to be remodelled and made a Mediterranean entrepôt of trade. The harbours of Algiers and Casablanca are to be extended and improved. Tunisian ports are to be developed—to take but a few specific examples from the blue-printed port plans—while over and above these maritime projects are still others (a) for harnessing the North African water-powers, (b) for linking up outlying centres by broad-gauge and narrow-track railways, (c) for spanning streams and rivers where bridges are as yet wanting, (d) for improving the municipal drinking water and sewage systems, (e) for building operations and general housing improvements, (f) for electric railway extensions, and (g) for lengthening the industrial belt in those products which, by the nature of the raw materials available, may be competitively made along the littoral of the North African coast. It will pay therefore for Canadian manufacturers to keep in touch with these countries of some 14,000,000 inhabitants, only 1,000,000 of whom or but slightly more are now accustomed to European ways, and to watch not only present-day opportunities but anticipate and capitalize the economic doings of to-morrow.

SPECIFIC IMPORTS

There follow hereunder a few detailed statistics showing the quantity and trend of engineering imports into Tunisia, Algeria, and Morocco for the given year 1920, 1921:—

<i>Tunisia (1921)</i>		
Items	Tons	Countries of Origin
Steam engines . . . . .	342	Italy 30 per cent or 104 tons, France 65 tons, United States 57 tons, Great Britain 37 tons, Switzerland 37 tons, Belgium 28 tons, Germany 5 tons, Sweden 4 tons.
Locomotives . . . . .	23	France 48 per cent, or 11 tons; United States 8 tons.



*Tunisia (1921)—Concluded*

Items	Tons	Countries of Origin
Rolling stock and railway equipment .. . . .	1,109	France 50 per cent or 556 tons, United States 312 tons, Germany 179 tons, Italy 32 tons, Czecho-Slovakia 27 tons, Great Britain 3 tons.
Pumps .. . . .	80	France 56 per cent or 45 tons, Great Britain 22 tons, Italy 5 tons, Germany 3 tons, Switzerland 2 tons.
Textile machinery .. . . .	22	France 18 tons, Great Britain 2 tons.
Printing machinery .. . . .	5	Germany 3 tons, United States 1½ tons.
Sewing machines .. . . .	41	Great Britain 35 tons, Germany 4 tons.
Machine tools .. . . .	154	France 68 per cent or 105 tons, Germany 18 tons, Denmark 6 tons, Belgium 5 tons, Italy 5 tons, Sweden 4 tons, United States 4 tons, Switzerland 3 tons, Great Britain 1 ton.
General machinery, n.o.s. .. . . .	1,485	France 54 per cent or 805 tons, Germany 302 tons, Belgium 111 tons, United States 64 tons, Italy 54 tons, Switzerland 32 tons, Spain 31 tons, Great Britain 31 tons.
Iron and steel steam boilers .. . . .	88	France 67 tons, Belgium 18 tons, Germany 3 tons.
Metres, hot water heaters, etc. .. . . .	356	France 289 tons, Great Britain 26 tons, Algeria 17 tons, United States 4 tons.
Anchor, chains and cables .. . . .	151	France 101 tons, Belgium 20 tons, Germany 10 tons, Great Britain 7 tons, Italy 6 tons.
Cast iron piping .. . . .	1,268	France 969 tons, Belgium 130 tons, United States 118 tons, Great Britain 28 tons, Germany 5 tons, Austria 4 tons, Switzerland 3 tons.
Lead piping .. . . .	327	France 304 tons, Algeria 16 tons, Italy 7 tons.

*Algeria (1921)*

Steam engines and steam pumps .. . . .	611	France 444 tons, United States 93 tons, Great Britain 37 tons, Belgium 24 tons, Sweden 7 tons, Switzerland 2 tons, Spain 1 ton, Italy 1 ton.
Locomotives .. . . .	137	Great Britain 65 tons, France 48 tons, Germany 18 tons.
Rolling stock .. . . .	1,835	France 1,568 tons, Tunisia 157 tons, United States 62 tons, Germany 12 tons.
Hydraulic machinery .. . . .	416	France 330 tons, Germany 50 tons, Switzerland 11 tons, Belgium 5 tons, United States 2 tons, Great Britain 2 tons, Spain 1 ton, Canada ½ ton.
Printing machines .. . . .	54	France 35 tons, United States 12 tons, Italy 6 tons, Germany 1 ton.
Sewing machines .. . . .	61	Great Britain 38 tons, France 22 tons.
Machine tools .. . . .	409	France 271 tons, Germany 42 tons, Denmark 30 tons, Belgium 16 tons, United States 15 tons, Great Britain 9 tons, Sweden 6 tons, Italy 3 tons.
Flour milling machinery, cranes, transmission machinery, scales .. . . .	3,109	France 2,849 tons, United States 158 tons, Belgium 40 tons, Germany 31 tons, Italy 18 tons, Great Britain 6 tons, Sweden 1 ton.
Typewriters, calculating machines, cash registers, etc. .. . . .	21	France 14 tons, United States 7 tons.
Textile machinery .. . . .	28	France 26 tons, the remainder from Germany, Belgium and Switzerland.
Other machinery n.o.s. .. . . .	930	France 678 tons, Germany 130 tons, Great Britain 48 tons, Spain 20 tons, United States 14 tons, Luxemburg 7 tons, Sweden 3 tons, Switzerland 2 tons, Canada 2 tons, Holland 4 tons.
Gas metres, hot water heaters, steam boilers, etc. .. . . .	2,335	France 1,335 tons, United States 885 tons, Great Britain 52 tons, Belgium 23 tons, Italy 15 tons.
Anchor, chains and cables .. . . .	454	France 402 tons, Spain 21 tons, Belgium 17 tons, Great Britain 13 tons.
Cast iron piping .. . . .	1,295	France 1,038 tons, United States 153 tons, Great Britain 54 tons, Belgium 31 tons, Germany 9 tons, Sweden 7 tons.
Lead piping .. . . .	377	France.

*Morocco (1920)*

Steam engines .. . . .	1,311	France 48 per cent or 637 tons, Great Britain 28 per cent or 373 tons, Germany 46 tons, Spain 37 tons, United States 24 tons, Sweden 11 tons, other countries 11 per cent or 148 tons.
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*Morocco (1920)—Concluded*

Items	Tons	Countries of Origin
Machine tools . . . . .	769	France 86 per cent or 661 tons, Great Britain 16 tons, Germany 14 tons, Sweden, 45 tons, United States 8 tons, Spain 5 tons, Belgium 4 tons, Holland 3 tons, Italy 2 tons, other countries 10 tons.
Sewing machines . . . . .	84	United States 66 per cent or 56 tons, Great Britain 11 tons, France 10 tons, Germany 3 tons, Spain 3 tons.
Pumps . . . . .	127	France 78 per cent or 100 tons, United States 13 tons, Belgium 7 tons, Great Britain 4 tons, Germany 3 tons.
Other machinery n.o.s. . . . .	1,874	France 66 per cent or 1,246 tons, Belgium 106 tons, Great Britain 98 tons, United States 75 tons, Germany 69 tons, Spain 49 tons, Sweden 10 tons, Italy 7 tons.
Cast iron piping . . . . .	3,621	Belgium 2,506 tons, France 1,040 tons, Great Britain 43 tons.
Lead piping . . . . .	343	France 277 tons, Spain 35 tons, Belgium 30 tons.

## ANALYSIS OF STATISTICS

One is not so much impressed from the foregoing statistics with the hold that France has had on this machinery and engineering trade as with the diversity of the supplying countries. The leading nations of Europe figure in these returns, nor is the United States absent from the competition. Canada too is represented, and in view of the fact that we are here in competition with the biggest and oldest machinery and engineering firms of the Western world, the fact of our representation is particularly creditable to the youngest of industrial countries. Another fact stands out conspicuously in these imports, and that is that although Germany has not played so far an important part in North African statistics in this series of market reports, yet in machinery it is found that not even France was able in 1920-21 to keep Germany from offering and selling engineering supplies in her own Regency, Colony and Protectorate. A third consideration is the fact that British trade is pretty well noticeable in the different items, and hence French sentiment and patriotism have not suppressed a desire, or in some cases perhaps a necessity, to trade with the British Empire. Finally, what is particularly of interest to Canada is the venturing of the United States. A glance at the imports will show the following—and for purposes of emphasis the statistics bear repeating—(1) that the United States sent to Tunisia in 1921, 57 tons of steam engines, 8 tons of locomobiles, 312 tons of railway equipment, 1½ tons of printing machinery, 4 tons of machine tools, 64 tons of machinery n.o.s., 4 tons of hot-water heaters, meters, etc., and 118 tons of cast-iron piping; (2) that American machinery exports to Algeria included 93 tons of steam engines and pumps, 62 tons of railway material, 2 tons of hydraulic machinery, 12 tons of printing machinery, 15 tons of machine tools, 158 tons of flour-milling machinery, cranes, transmission machinery and scales, 7 tons of typewriters, cash registers, and calculating machines, 14 tons of machinery n.o.s., 885 tons of steam boilers, etc., and 153 tons of iron piping; and (3) that Morocco in 1920 took from the United States 24 tons of steam engines, 8 tons of machine tools, 56 tons of sewing machines, 13 tons of pumps, and 75 tons of machinery n.o.s.

Canada may not be able to make a corresponding impact for a number of years, but the fact that the United States is merchandising engineering supplies in machinery and mechanical markets which by the nature of things are logically European, coupled with the additional facts that there exists a desire and in at least some cases a preference for British goods, and that Canada has already done a little pioneer exploitation, should be an incentive to Canadian manufacturers to cultivate this "extra" business, which, however, will only come their way by an unremitting export endeavour.



## ENGINES AND PUMPS

As coal on a commercial scale is not found locally in Northern Africa, steam engines are not used to the extent they otherwise would be, although several of the factories are steam operated and although both low- and high-power steam engines are in frequent evidence elsewhere. Suction gas engines running on imported anthracite, charcoal, wood, or even roots and rubbish are quite commonly seen and, according to some importers, these are the best type of prime mover for Morocco at least. The horse-power ranges from 2 to 10. On account of the relatively high price of current, electrically driven motor engines are generally rather expensive to run, and the gasoline and petroleum motors are under ordinary circumstances more economical. Both English and American firms have placed horizontal petroleum motors of 1½, 3, 6, and 10 h.p. on the North African market, and a considerable number of these have been sold. Canadian gasoline motors of 2, 4, and 6 h.p. were seen by the writer in Tunisia, and it would seem that our opportunity to popularize this or a petroleum engine in Algeria and Morocco has not been taken similar and full advantage of. In the interior of the countries, which is unsuitable for a wind-propelled motor, where coal is not easily available and electricity is relatively dear, there is especially a demand for a small gasoline or petroleum motor as an adjunct to most farming establishments, and it is because of this need, unrealized though it may often locally be to-day on account of the backward farming, that the writer is prompted to point out a larger Canadian market than has as yet been canvassed. Irrigation, too, calls for a suitable steam, gasoline or petroleum engine, and it is to be remarked that irrigating methods are gaining ground in Northern Africa at present.

In the report on agricultural machinery reference was made to the large number of windmills in use throughout Northern Africa. All along the sea-board where the land is flat and where there is considerable wind, pumps worked by these machines are quite extensively used for household and for irrigation purposes. Hand pumps are employed on several of the colonists' farms, while motor-driven suction pumps, suction and delivery pumps, and low-lift centrifugal pumping machinery are utilized on some of the larger agricultural estates. Steam pumping machinery for new water supply and industrial schemes will also be in demand from time to time.

The typical North African pump, however, is the "Noria" or chain pump. It is estimated that at least 10,000 of these are at work in Algeria alone, while they are also common in Tunisia and Morocco. They are made both in Algeria—one local English company produces them at Algiers—while they are also imported from Spain and France. These pumps are similar in principle to the water-wheel types of pumps originally used by the natives, and this proven adaptability is a point in their continued adoption. They have for the most part been operated up to the present by hand or animal traction, but gradually motor-driven "Noria" pumps are being introduced. They are constructed in different sizes so as to give from 3,500 litres to 50,000 litres of water per hour if operated by animal traction and up to 100,000 litres per hour if propelled by motor. A copy of a catalogue fully describing this kind of pump is on file at the Department of Trade and Commerce, Ottawa, and may be inspected on application by interested Canadian manufacturers (quote file No. T.C.-5-115).

## MACHINE TOOLS

The manufacture of machinery or any engineering industry on a large scale does not, as previously intimated, exist in North Africa, but there is a fairly important demand for various kinds of machine tools for assembling

and repair work in connection with the railways, ports, motor transport, local industries, and mining and agricultural developments. The large machinery firms in Tunis, Algiers, and Casablanca carry a small stock of lathes, drilling machines, milling machines, shearing and punching machines, sawing and wood planing machines, mortising and boring machines, etc. The United States is represented in the machine tool imports of each of the three countries, the total American exportation to Tunisia, Algeria, and Morocco during the year 1920-21 amounting to some 1,332 tons.

#### MINING MACHINERY

Orders for mining tools and machinery suitable for using especially in the phosphate and iron ore mines of Northern Africa are given from time to time for the replacement or extension of the mining plant equipment, and these indents include such material as drilling hammers, buckets, aerial cableways, rock railways, ore-loading plant, drill steel, steel cable, shovels and picks, etc.

#### BOILERS AND PIPING

The trade statistics above given show that the North African imports of steam and water boilers, especially in Algeria, make up a fairly large proportion of the total machinery imports. France has the largest part of the trade, but Belgium, Great Britain, Italy, and the United States also compete in this business, and during 1921 the United States sent 885 tons or 38 per cent of the 2,335 tons imported into Algeria.

There is also a large demand for piping of various qualities in connection with water supply projects, drainage systems, irrigation, etc. The Tangier water works scheme, for example, now that the status of this zone has been internationally settled, will in all probability be completed, and this will call for a considerable amount of main and subsidiary pipe lines. Other cities in both French and Spanish Morocco are in need of new water installations, while on account of the general improvement which is going on also in Tunisia and Algeria, piping is destined to play an important part. It would seem advisable for Canadian firms interested in exporting piping or mechanical fittings used in this connection to keep in touch with the Public Works authorities of each of the countries, and of the three zones in Morocco, so as to ascertain from time to time what plant is likely to be required. This office will be pleased to assist in this connection, or the British Consuls in such posts as Tunis, Algiers, Oran, Tangier, Rabat, and Casablanca would be in a position to furnish the desired information. In French Morocco alone, a conservative estimate recently made places the requirements of main piping of from 8 to 20 cm. diameter at about 15 to 20 kilometres a year. The United States sent forward 118 tons of piping to Tunisia in 1921 out of the 1,595 tons imported, and some 153 tons to Algeria out of the 1,672 tons imported, although no American imports are recorded for Morocco during the year under review.

#### OTHER MACHINERY

Although flour milling is outstandingly the most important pure industry of Northern Africa, and although there are several large mills located in each of the countries, yet the pull of custom and the satisfaction given by the present suppliers of suitable machinery, including France, Switzerland, and Germany, would seem to make Canadian competition difficult in this line.

Hoisting machinery and cranes, both stationary and movable, function in the principal ports and are used in some of the larger mines and in other con-



nections as well, but here again present sources of supply are not likely to be changed unless and until Canadian manufacturers by personal canvass and through resident engineers could instal the equipment at competitive prices.

Split pulleys are of course used in the industrial organization, and the iron and steel pulley is gradually driving out the competition of the wooden variety, although this kind too was sometimes seen by the writer.

The road-making and repair machinery such as steam rollers in use throughout North Africa are mostly of French origin, and in many cases are animal drawn. It is not an uncommon sight to see, especially in Morocco, a heavy road roller drawn by a dozen or more camels. Constructions and repairs are usually carried on by native labour under European supervision, and the nature of the demand for road machinery is therefore far from elaborate. As North Africa at the present time is making a big bid for winter tourist traffic, and as the most advertised way of North African tourist transport is by automobile, it is incumbent on the different governments to keep the state of the roads in good condition, and hence the necessity of even more road machinery than to-day obtains.

Textile machinery is used mostly in Algeria, and even here but to a limited extent. France is the principal contributor, and Canadian competition would be unwarranted.

Modern printing machinery allows the publication of three or four French dailies in each of the cities of Tunis, Algiers, and Casablanca, while there is also a native press. Printing machinery for other uses is also naturally employed. United States has shipped printing machinery both to Tunisia and Algeria, and Canada is accredited with half a ton in the 1921 Algerian imports.

#### SEWING MACHINES

Tunisia imported during 1921 some 41 tons of sewing machines, the greater part of which came forward from Great Britain and with 4 tons from Germany; Algeria imported during the same year 61 tons of sewing machines, Great Britain furnishing 38 tons and France 22 tons; while Morocco in 1920 bought 84 tons, the United States contributing 56 tons, Great Britain 11 tons, France 10 tons, and Germany and Spain each 3 tons. The market for this household convenience is not alone strictly European, but is also Jewish, Arabian, and Moorish. The foot pedal machine sells largely to the colonist trade, while the Jewish and native demand is for the hand machine. Price is of course a consideration, but a second and equally important one lies in the fact that the native women are accustomed to sitting on the ground on a simple straw mat and not in chairs, and hence the hand machine falls in better with their mode of sitting posture. A thin wooden base plate therefore is all the mounting which in such cases is required.

The famous Singer mark is the sewing machine which rules the North African trade, and in this connection it is suggested to read the following note taken from an official publication of the Protectorate Government in Morocco: "The solidity, the precision, the quality of the machine, the assurance the buyer has that he can find on the spot spare parts; the choice of first-class agents; liberal conditions of payment; an appropriate advertising campaign—these have all been factors in contributing to the success of the Singer Company in Morocco." The note might have gone further and included as well Tunisia and Algeria. In fact the competition by other foreign firms is not now particularly articulate, although other marks as the "Vickers" and "New Royal" of Great Britain, the "Husquarna" of Sweden, the "Naumann" of Dresden, and the "Union Française" may also be purchased. France has in fact latterly improved her position in this trade because of the devaluation of the French

currency, but it is very doubtful whether the French impact can ever hope to equal that of the Singer factories in the United States and Great Britain. For Canadians to compete with this established trade it would be almost necessary to build up a large local organization, to offer below competitive prices, to allow ample credit, to carry stocks and parts, and to finance native and even European purchases on the installment plan of payment. In the developing market of North Africa, however, conditioned as it will be by the influx of immigrants, by the spread of the use of sewing machines in the native families, by the gradual adoption of at least a part of the European dress, and by the probable installation of other small factories where clothing, saddlery, harness, and footwear can be turned out, there will be room for more competition, from which Canada, it is hoped, will not be excluded.

#### TYPEWRITERS, CALCULATING MACHINES, SCALES AND CASH REGISTERS

Algeria alone of the three North African countries gives details of the imports of these products, which are in such common use in Canada and which are not without sale in the best-equipped city offices and shops of Tunisia, Algeria, and Morocco. The American typewriter does not have everything its own way in these Mediterranean territories, as France, and Germany especially, compete, even though the sales of these European countries are not so large, with the possible exception of French exports to Algeria. The "Japy" (French) and "Adler" (German) marks are pretty well known locally, but the "Underwood" and "Remington" among other United States typewriters are more commonly seen on stenographic desks. The banks, of which there are a large number, afford the leading outlet for calculating machines, and France and Germany are the principal suppliers. Cash registers, the need for which is being recognized by their instalment in the largest and most up-to-date stores, are chiefly of American origin. As regards balances, the more scientific and accurate system of weighing by automatic scales has not yet generally caught the fancy of the North African shopkeeper, who is still content in the majority of cases to put the old-fashioned kilometeric iron weights in one scale and the commodity being sold in the other. There should therefore eventually be a fairly good market for transatlantic scales in North Africa, preceded though that time must be by an education and advertising campaign. Meat slicers of French manufacture mostly are used in a few of the delicatessen shops, but the need for these is at present small, as the North African meatman can slice very thinly and evenly and doesn't consider the time element as important.

#### CORDAGE AND TWINE

Tunisia took about 250 tons of cordage in 1921, which was bought principally in France (170 tons), Italy (43 tons), Austria (10 tons), Great Britain (4 tons), and in the United States (1 ton), while the imports of twine totalled 130 tons, France furnishing 108 tons, Italy 15 tons, and Belgium 6 tons. Algeria's purchases, on the other hand, amounted to 1,150 tons of cordage and 233 tons of twine, France supplying 1,055 tons, Spain 53 tons, Belgium 26 tons, and Great Britain 5 tons of the former, while 216 tons of the twine imports came from France, 7 tons each from Great Britain and Spain, and 3 tons from Italy. The Moroccan imports during 1920 equalled altogether 271 tons, of which France was responsible for 207 tons, Spain for 26 tons, Italy for 23 tons, Great Britain 7 tons, Portugal for 6 tons, and the United States for 2 tons. It is noticeable from the foregoing that the United States cordage producers were repre-



sented in the Tunisian and Moroccan business to a small extent, and a very large part of the tonnage supplied by the United States was made up of binder twine. On account of the lower purchasing price, North Africa generally buys binder twine manufactured from sisal, although both hemp and manila are also employed. This twine is as a rule made up in 4-kilo bundles. Cordage is stocked in the hardware shops up to 72 mm. and comes usually in rolls of 100 metres. In Maritime countries such as the constituent ports of North Africa actually are along the Mediterranean and Atlantic seaboard, there is always, in addition to other uses of cordage, a constant demand for marine cordage and fishermen's tackle.

#### ASBESTOS PRODUCTS

Tunisia imported in 1921 some  $7\frac{3}{4}$  tons of asbestos products, some 7 tons of which were derived from France and the remainder from Italy and Great Britain. The Algerian purchases made up about 70 tons in 1921 and, except for about 6 tons originating from Italy, Great Britain, and the United States, the imports came forward from France. No returns are recorded for Morocco. These asbestos products consist chiefly of asbestos cord for insulation purposes and of asbestos sheets, 1 square metre in size by  $\frac{1}{8}$  to  $\frac{1}{4}$  of an inch thick. The trade, as is evident, is not large, but Canada is apparently letting slip entirely through its fingers what available business there now is.

#### SUMMARY

To recapitulate, Canadian trade openings in the foregoing categories are most appreciable in such lines as engines, pumps, mining machinery, boilers and piping, typewriters, scales, and cordage, although the markets as constituted do not necessarily preclude Canadian competition in other engineering supplies and accessories to which reference has been made.

### COMMERCIAL SITUATION OF FRANCE IN 1923

#### TRADE COMMISSIONER HERCULE BARRÉ

Paris, January 15, 1924.—The commercial situation in France in 1923 has been marked by two apparently contradictory facts—the balancing of exports and imports, and the depreciation of the franc in foreign markets, notwithstanding the improvement in the French economic situation.

This improvement is demonstrated by the trade returns for the first eleven months of 1923, according to which imports amounted to 28,751,178,999 francs and exports 27,317,636,000 francs. The difference of 1,433,542,000 francs was more than compensated for by purchases made in France by foreign visitors. The extent of the progress made will be realized when one notes that in 1919 there was an unfavourable trade balance of 24 milliards of francs and that in 1922 the deficit had been reduced to 3 milliards 259 millions of francs.

Imports show an increase of 7,863,621,000 francs over the corresponding period of 1922, or 37 per cent, and exports have increased by 8,257,747,000 francs, or 41 per cent. In tonnage imports during this period were 49,756,493 tons, or an increase of 3,365,394 tons over 1922, while exports amounted to 22,126,077 tons, or an increase of 1,188,737 tons.

## TRADE WITH CANADA

The returns show that there has been a considerable increase in the traffic between France and Canada. For the first eleven months of 1923, imports from the Dominion have been 335,043,000 francs as against 135,320,000 francs in the corresponding period in 1922, and exports from France to Canada 164,426,000 francs as against 99,702,000 francs in 1922. While the rise of exchange explains in part the increase in francs of imports from Canada, the tonnage figures afford a better means of comparison. In particular, imports of cereals increased from 781,778 quintals in 1922 to 2,323,600 quintals in 1923; raw and refined sugar from 79,950 quintals to 134,260 quintals; timber from 490 to 1,098 tons; fodder and bran from 49,659 to 173,937 quintals; and machinery from 29,082 to 85,052 quintals. Imports of cellulose chemical pulp increased slightly from 103,031 to 121,997 quintals, whereas those of mechanical pulp have fallen from 381,501 to 284,713 quintals. It is noteworthy, amongst the exports from France to Canada, that there was an increase from 272 to 903 quintals of raw skins and hides; from 1,894 to 2,583 quintals for table fruit; from 3,927 to 8,245 hectolitres for wines, and from 90,626 to 124,160 kilos for silks.

## INDUSTRIAL AND COMMERCIAL EFFORTS OF FRANCE

France made a great commercial and industrial effort during the year 1923. Up to December 31, 1923, 93 milliards of francs had been spent on reconstruction work, and this disbursement of funds has made itself felt particularly in the iron and steel industry. The production of cast iron increased from 486,000 tons in January, 1922, to 514,000 tons in October, 1923. Coal mines are already yielding 6 million tons per month, and according to the agreement made with German manufacturers, France will obtain 5 million tons of coal per month from the Ruhr. France is very rich in iron ore, and were it not for the scarcity of fuel she would become an important centre of cast iron and steel production. As it is, the number of blast furnaces in operation on November 1, 1923, was 116 as against 111 on September 1, 1923, and 77 on April 1, 1923.

The drop in the franc has favoured exports to countries where the value of exchange is high. French textiles found a ready sale in London, to the detriment of British materials, and it was noticed that each time the pound reached 80 francs British orders came through in great numbers on the French market, thus helping to reduce unemployment.

Money has had an easy circulation. Nevertheless, the Bank of France has had to bring her discount up to 5½ per cent, the Bank of England from 3 to 4 per cent, and the Belgian State Bank from 4½ to 5½ per cent.

## REPAYMENT OF DEBTS AND THE BUDGET

At the present time France has paid in full her debts to Switzerland and Spain, and has also made important payments to the United States and to Japan. The sum total of these payments is over 13 milliards of francs. On September 30, 1923, France's total debt was about 301 milliards of francs, of which 265 milliards were for domestic debts and 36 milliards for the account of America and England, which, at present rates, makes about 12½ billions of dollars.

Notwithstanding the heavy disbursements on account of the national debt, the budget appears to be recovering its balance. Military expenses have been reduced from 36 milliards 120 millions of francs in 1918 to 4 milliards 910



millions in 1923. Civil service expenses have fallen from 11 milliards 317 millions of francs in 1920 to 6 milliards 230 millions in 1923. For the year 1924 it is expected that there will be a surplus in the budget of 568 millions of francs. This is expected to meet increased disbursements resulting from the new Pensions régime and the raising of the "high cost of living" bonus paid to public officials.

#### TAXATION IN FRANCE

The receipts from taxes in 1923 showed a considerable increase. In 1913, taxes brought in 4,134 millions of francs, in 1920 16,971 millions, in 1922 20,519 millions, and in 1923 over 21,500 millions of francs. With the proposed law now before Parliament to increase the revenue tax, an additional 4,000 million francs will be raised in 1924.

The French citizen pays at least as much in the way of taxes as the British citizen and more than the German citizen, but in spite of this the workman has practised economy and savings bank deposits show an increase, over 1922, of one milliard francs. The increased cost of living has not turned the various classes aside from that habit of saving which so animates the French people.

To sum up, France's balance sheet for 1923 shows a stabilized budget, reduced expenses, the development of fiscal resources and the extension of foreign trade. Under these conditions it seems likely that the exchange value of the franc will improve. In spite of the fact that the pound is at 96 francs and the dollar at 23.50, France is not losing faith, but firmly believes that the value of the franc will soon take an upward trend, enabling her to resume her accustomed imports from foreign countries, which she has had to reduce to a strict minimum on account of the high cost of foreign exchange.

### MOTOR VEHICLES IN CHINA

TRADE COMMISSIONER J. W. ROSS

Shanghai, January 10, 1924.—In former reports from this office, attention has been called to the comparatively small number of motor cars and other motor vehicles in China, considering the size of the country and its vast population; it has also been pointed out that this is due to the almost total absence of roads suitable for motor traffic. In the great interior of the country there are no roads whatever, other than bridle or foot paths, which are only suitable for pack animals, wheelbarrows or carriers. Within the past few years, however, the influence of the motor is being steadily felt, so that it is not unlikely, from present indications, that instead of roads bringing motor traffic into China, the motor car will be the means of starting a movement for road construction throughout the Republic, which no other influence has ever yet succeeded in doing. Once this movement gets going, China will be one of the greatest foreign markets for motor vehicles and at last the overworked traffic coolie will obtain his release.

#### INCREASING EMPLOYMENT OF CARS

Notwithstanding the difficulties of transportation due to the absence of suitable roads, there is a growing employment of motor vehicles, cars and trucks in many parts of the country. This is due to the fact that a considerable number of local roads have been constructed in various localities and around the capital cities of some of the provinces. Other roads from point to point have been constructed and opened to motor traffic. Private enterprise has also made roads of sorts from one large town to another in different parts of the country, and has organized bus services which in most cases have proven profitable.

## IMPORTS OF CARS AND TRUCKS 1920-21-22

Chinese customs returns are so imperfectly recorded as not to be of great value in the preparation of a trade report, and in this case the numbers of motor cars and motor trucks imported into this country in any one year are not recorded, but only their value, and trucks are not differentiated from cars. Therefore, it is not possible to state how many cars came in nor whether they represented a few high-priced or many low-priced cars, the total value alone being given. From the meagre returns which are furnished, it would appear that in value, imports materially decreased both in 1921 and 1922 below the figures for 1920, and this cannot be accounted for by difference in exchange, for the tael value was no lower in 1920 than in the two following years. It must be accepted therefore that fewer cars were imported in both 1921 and 1922 than in 1920. The values for the three years in Haekwan taels were: 1920, 3,780,785; 1921, 3,760,110; and 1922, 2,403,865.

The following are the chief sources of supply: United States, Great Britain, France, Italy, Germany and Canada. The United States furnished in 1922 about 50 per cent of the total in value, and probably 75 per cent in number, for the cheap American car predominates; Germany came second, the value being Hk. taels 422,265, about \$300,000 C.C., and Canada furnished 60 cars (1921) at a value of \$61,000 C.C., and 169 cars in 1922, valued at \$136,000 C.C.

The number of motor vehicles in China relative to the population is the smallest in the world. More than 50 per cent of the total is probably in the city of Shanghai.

## SALE AND HIRE

Nearly all sales of motor cars are made through the garage companies, who are also the agents for the manufacturers. Practically all the makes of cars turned out by the General Motors of Canada are handled by the proprietors of one of the leading garages in Shanghai, equipment and accessories being also supplied by the garages. General hardware dealers do not supply motor car accessories, and this business is left entirely to the garage companies who are the agents for the cars for which the parts are required. It is not possible for any one to hail a taxi on the street as they do not operate in Shanghai. Whenever a person wants a car he must order it from one of the garages. This can be done at any of the hotels, so that travellers need not suffer, but it is not very convenient for residents at a distance from the centre of the city. Motor cars for hire are very little used for short distances, the rickshaw being more convenient and handy.

## EXPENSES OF UPKEEP

The great majority of car owners employ native chauffeurs, as these men's wages are low and they are generally reliable and trustworthy as far as driving the car goes, but "squeezing" in the matter of gasoline and lubricating oil, whenever it can be safely done, is almost universal. The wages of Chinese chauffeurs are usually \$30 to \$40 Mexican per month (\$15 to \$20 Canadian currency) with two suits of uniform per year, and the usual tips for bad weather or night work. They board and house themselves.

The roads in China are not hard on tires, for they are nearly all dirt roads when outside the cities, and well paved and smooth when inside. There are few hills—in fact, none whatever in Shanghai or vicinity—so that non-skidding tire chains are rarely required. All kinds of tires are to be obtained in Shanghai, for all the leading manufacturers are represented here, several of them having their own agencies, where large stocks are carried. In order to introduce motor car tires into this market, a manufacturer would need to consign a fairly large stock to a responsible agent. The garage companies are agents for tires along



with equipment, and they have also replacement arrangements with the manufacturers in case of defective tires, so that they are in a position to do most of the tire business. It would be quite impossible to find an agent in Shanghai who would purchase a stock of motor tires outright in the hope of selling them.

The present cost of gasoline in Shanghai is 75 cents Mexican per American gallon, approximately 40 cents in Canadian currency. The cost of lubricating oil is also correspondingly higher in Shanghai.

#### MUNICIPAL TAXES

The schedule of taxes imposed by the Shanghai municipal council on motor vehicles is on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms on application to the Director, Commercial Intelligence Service, Ottawa (quoting file No. T.C.—5-122).

#### MANUFACTURE AND REPAIRS

Some of the larger garage and motor sales agencies in Shanghai and Tientsin maintain extensive and well-equipped manufacturing and repair shops, in which cars can be entirely rebuilt and complete bodies manufactured. In some cases the engines and trucks only are imported, and the bodies of cars entirely constructed locally. Missing or broken parts are also manufactured and replaced, and engines overhauled and repaired by Chinese workmen who have become very expert in this class of work.

#### MARKET FOR RUBBER GLOVES IN SINGAPORE

Mr. A. B. Muddiman, Canadian Trade Commissioner in Singapore, in response to inquiries, writes under date of December 28, 1923, that rubber gloves are used in the canning factories for pineapple in that centre. They are only used by the Chinese coolie on the left hand, in which they hold pieces of pineapple and chop with their right hand. The object is to protect the hand, as the acid pineapple juice is said to destroy the nails of the cutters.

The cheapest glove is made locally, and costs 80 cents (Straits Settlements) each, but it is not durable, and the Chinese do not care for them. The glove most favoured is one of German make, the wholesale price of which, per glove, is \$1.25 (S.S.). The only complaint regarding it is that the rubber should be thicker in the palm of the head.

The best glove is one of English make; it is much thicker and stronger than the German glove, but its price is very high—\$2.50 (S.S.) per glove—and as a consequence the German makes are patronized.

A Chinese firm, with three canneries, assures the Trade Commissioner that they will give Canadian gloves an opportunity if these can be landed in Singapore at \$1.25 (S.S.) each, in competition with the German, and also provided that the palm of the hand is thicker than that of the sample which is on file at the Department of Trade and Commerce, Ottawa, and is available there for the inspection of interested Canadian manufacturers.

## AGRICULTURAL IMPLEMENTS AND MACHINERY IN JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

[Former reports in this series have been published as follows: *Automotives* (No. 1028); *Paper Trade* (No. 1029); *Leather and Leather Goods* (No. 1030); *Chemists' and Druggists' Sundries* (No. 1031); *Rubber Goods* (No. 1032); *Textiles and Wearing Apparel* (No. 1033); *Building Material, Furniture, and Paints* (No. 1034); *Chinaware and Glassware* (No. 1036); *Provisions and Beverages* (Nos. 1037, 1038); *Machinery* (No. 1040); *Government Supply Purchasing* (No. 1041); *Hardware* (Nos. 1042 and 1043); and *Iron and Steel Products* (No. 1044). Prices quoted are those prevailing in July, 1923. For purpose of conversion, roughly speaking,  $2\frac{1}{2}$  guilders equal \$1 Canadian.]

The economic contrasts between the Orient and the Occident must be carefully realized by the exporter of agricultural machinery and implements. Agriculture is either an extensive or an intensive cultivation. The former method is that of North America and Australia, while in the Orient the latter prevails. Machinery cannot be applied to agriculture in the Orient, where manual labour brings in larger returns, and where the average cost of hand farming implements is not 20 per cent of those used by the Occident. In the Occident labour-saving devices in soil cultivation are an absolute necessity on account of high standards of living and high wages, but on the other side, there are two main reasons why the cultivator in general in the Orient does not buy a tractor: the first, because he cannot pay for it; the second, because he is conservative in his instincts. In regions of intensive farming the holdings are small. This leads to co-operation among the tillers for mutual protection and benefit in trading. This spirit makes for the immobility of labour and consequently for stability in agricultural conditions. The stable conditions of Oriental rural life are hard to change, so the rural motive power in the East will probably remain oxen for a long period even if the farmers had (which they have not) the money to buy tractors and gasoline engines. Agriculture in the Orient is based on output from the soil, while in Canada it is based on output per man. The fields of Java, with its close concentration of population, are cultivated like gardens, and its gardens like hothouses. Such broad economic contrasts are really of the most vital consideration when examining into the marketing of agricultural machinery in the Netherlands East Indies.

The principal crops of Java—the so-called large-scale crops—to-day are possibly sugar, tea, tobacco, rubber, and coffee, and each of these is man-cultivated. These are oriental estate crops and need chiefly, not machinery, but the well-known plantation supplies. Still less do the other crops require machinery.

### NATIVE MACHINES AND IMPLEMENTS

The Javanese have a number of native machines as well as their own agricultural implements in use. There are various types of *Rijststampmolen* (rice mills) which show great ingenuity. There is one with a gear transmission in wood used on the west coast of Sumatra. The Chinese in West Java have employed an even more complex water-driven one. The *Ryststampers* are much simpler, while the *stampbloks* used in every *kampong* are essentially simple. Again, the native water-wheels and other irrigation appliances are admirably ingenious. The Javanese system of irrigation for the *sawahs* (wet rice fields) is one of the finest in the world. Nowhere is water so well curbed, guided and husbanded. The native coffee mills and household spinning machines are becoming, however, on the other hand, things perhaps of a past not without its mechanical glories.



## SAWAH PLOUGHS

One of the difficulties of writing about machinery and hardware is its intense geographical variation. The writer believes that the sawah plough varies as to design, etc., according to its district, and this is one of the difficulties that face the western manufacturer in endeavouring to market his ploughs in Java.

Another factor that he cannot overcome is that the Javanese make their own ploughs, and at a price a good deal cheaper than the imported all-metal article. The Javanese *sawah* plough is perhaps the principal agricultural implement in use. As stated above, it has an infinite variety of local variations but in general type it presents the same pattern. The share is now often of metal or else a wedge of hard wood. A draught-pole for the water buffaloes leads ahead, while behind a guide pole projects. The ploughing, which is not deep work, is done under water and works like a grubber.

Many of the technical firms in Java have worked for years to sell iron ploughs. Their success cannot be described as great. One of the very largest technical houses told the writer that they sold about one hundred a year, chiefly to Europeans. A typical imported plough is that known as the "Hindustan," made in Louisville, Kentucky. The length of the pole is 10 feet, and the plough was retailed at one time at about \$4.60 apiece. Another imported plough, handled by a German house, was \$3.20 apiece. The Javanese can, of course, with their home-made plough meet even such a low price. The husbandman loves his native plough as something he himself has created. Tractor ploughing for *sawahs* is not practicable. First, the *sawahs* are terraced. Secondly, an individual *sawah* is often only the area of a medium-sized house room.

## JAVANESE HARROWS, ETC.

There are many types of native-made harrows. It is doubtful in this line as in the case of the plough, whether an article could be made so cheap that it would induce the natives to discard wholly their time-honoured home-made appliances. In the case of crops like rice, the planting out is hand work and labour is so cheap and plentiful that there would hardly seem to be scope for seed drills, etc.

## JAVANESE AGRICULTURAL HAND IMPLEMENTS

There is a great variety in the different localities in the Javanese hand tools. This is possibly due not only to local whim, but also to the necessities of the soil and the cultivation practised.

As elsewhere throughout the Middle East, the *patjol* is the chief hand implement. This is the blade of steel fitted to a handle about three feet long like a hoe that one finds in use in the Malay peninsula as a *changkol*, in South British India as a *namati*, and in the north of the British territory as a *kadoli*. It is the staple hand tool of Insulinde's agriculture, and differs in type in Batavia from that used in Sourabaya. One well-known German firm by careful study has the market with its famous "Mata Sapi" (bull's eye) brand. The Batavia *patjol* is tempered steel, the Sourabaya is steel. Consequently, the latter wears more rapidly, and its life is only about one year. Some 200,000 Sourabaya *patjols* are sold annually, according to the estimate of a well-known Dutch firm. This firm is prepared to supply samples with latest c.i.f. prices free to any Canadian manufacturer who will agree, on receipt of these, to make up replica samples and quote a price.

The Javanese cannot be induced to reap their rice. They cut ear by ear with a little curved knife. These are sometimes fitted with leather sheafs and waist belt, which does not quite double the price.

What are known as *patjol* forks generally have three or four tines. Picks are also a fairly large article of import.

## ESTATE IMPLEMENTS

Besides the *patjol*, which is used as much in the tin mines of the island of Banka as on the *sawahs* of the Preanger in Java, there are many implements in use for the needs of the rubber, tea and sugar plantations. Tapping knives, gouges, latex cups, axes and scythes are all in use on the rubber estates of Sumatra. This is a highly specialized industry, mostly in the hands of European manufacturers, and, as far as the writer knows, of little interest to Canada. German tapping knives prevail. The usual sizes for scythes are around 38-inch, 40-inch and 42-inch. Packing scythe blades is an extremely difficult task to be adequately performed. Saws are used on coffee estates. Digging forks should have a D handle strapped. Stamped steel strap shovels with D handles with round or square points are used. Price, not quality, is the main thing. On sugar estates, at the factory 12-inch saws, toothed one side, are used for iron cutting and also agricultural forks known as Aanplantvorken, with four square prongs. This list of smaller implements is by no means complete. For example, there are special wooden shovels used on sugar and coffee estates.

## TRACTORS FOR SUGAR ESTATES, ETC.

Numerous tests have been held from time to time in the island in regard to tractors. The market is not yet developed, and even a satisfactory type at the moment would find small opportunity of becoming established owing to the existing machinery stocks and the slump. Sales are so isolated that they do not justify the holding of stocks.

The following experiments with tractors are chronicled in the Netherlands *Indian Review* for December, 1920.

The first one, brought out in 1914, was a 60-h.p. machine of a standard make, but it was found to be too lightly powered for work in the heaviest ground. In 1915 a 75-h.p. tractor was found to be more satisfactory, being able to handle the plough in the heaviest soil, making six furrows at once with a daily average of seven acres. The third machine was of 120 h.p., with which experiments have been made since 1917. Satisfactory in power . . . the tread does not hold in the wet clay under heavy loads, the heaviest of which is in making ditches for the final planting of the cane. These are made in pairs, 5 feet wide and 22 inches deep. The clay of Java, as in most sugar districts, is of a peculiarly heavy quality, very sticky when wet.

As to whether tractors will be largely adopted in Java for this and other agricultural purposes, no prediction can be made. The market must be watched and experiments noted. Tractor ploughs in rubber estates are also, owing it is said to the shallow depth of the tree roots, of questionable value. In Sumatra, during tests on an estate near Medan, it was reported that a tractor came up against the great number of irrigation ditches.

At the present moment tractors are handled principally by the importers of motor trucks. The well-known Fordson from Canada is well advertised; but is, of course, only a light tractor.

## WINDMILLS

It is doubtful whether there is an opening for windmills in Java on account of low wind pressure. There may, however, be a future field for these in the smaller islands of the Archipelago. If so, this demand should be worth study, but to select suitable distribution centres will be difficult, and doubtless Australia will make a bid for the trade should it take shape.

## CONCLUSION

From the Canadian standpoint there is no trade in agricultural implements and machinery. There is a good business, however, in the special oriental *patjols*, forks, etc. To market ploughs would be difficult. In the case of sugar very



deep cultivation is required, but, on the other hand, the plough has to be light owing to the heavy ground which in February, during the wet season, is under water. It is in tobacco cultivation, according to some authorities, that tractors may be expected to make most headway.

[Illustrations of the various types of agricultural implements and machinery described in this report are on file at the Department of Trade and Commerce, Ottawa, where they will be made available to interested Canadian firms on application to the Director, Commercial Intelligence Service, quoting file No. 23418.]

## IMPORT REQUIREMENTS OF HAITI

TRADE COMMISSIONER G. R. STEVENS

### (CONCLUSION)

*[Former reports in this series were published as follows: Introductory (No. 1038); Foodstuffs (Nos. 1039, 1040); Hardware, Agricultural Implements and Building Materials (No. 1041); Paints and Varnish, Household and Miscellaneous Hardware, etc. (No. 1042); Textiles (Nos. 1044, 1045); Specialty Trades (No. 1045).]*

### MUSICAL INSTRUMENTS

There are no dealers in Haiti who specialize in musical instruments. As in the case of furniture, practically all purchases are individual orders. There is no sale at all for small organs. Only in Port-au-Prince is there any market for church organs, and present installations are French in origin. A piano is a feature of the home of the cultured Haitian; small grand pianos predominate. No pianos of American origin were noted, but it is probable that some have been imported. On account of there being no organized traffic in musical instruments, it is difficult to trace the importations. The Victor and Pathé gramophones are represented, and fair sales of a good type of instrument are reported by agents. There is no particular market for cheap machines, as those few who will buy a gramophone can afford a good one.

### PHARMACEUTICALS AND DRUGS

There are about a half-dozen first-class firms in Port-au-Prince which import drug and pharmaceutical supplies, and light chemicals. Beyond Port-au-Prince, the trade rests to a great extent in the hands of the general merchants. As a whole, however, Haiti is not a drug-importing country, due in a large measure to the primitive conditions and the inaccessibility of the interior. The coming of the Americans has resulted in considerable increases in imports of standard drugs, proprietary medicines, and general pharmaceuticals, as the forces of occupation have given themselves diligently to the tasks of hygiene and sanitation. With the advent of these forces, the large New York drug houses, such as Parke Davis & Co., and others, entered the field, and to-day they enjoy a fair volume of trade. However, the introduction of pharmaceuticals of American type is by no means an easy task, due to the fact that Haitian chemists are trained either locally or in France, and naturally express a preference for French articles. In addition, the actual tariff preference creates a considerable differential in favour of French supplies. Were it not for the fact that of the leading pharmaceutical houses only one is French, it would be fairly difficult to interest Haitian chemists in Canadian goods.

It should be noted, nevertheless, that in common with other Latin-American countries, the chemists and drug stores are not the only importers of pharmaceutical supplies. Every doctor carries a much larger stock than a

Canadian physician would carry, and these doctors' accounts are of considerable value. A Canadian pharmaceutical firm, therefore, should not be content with an offer to the few leading drug houses, but should also make an effort to get in touch with individual physicians, particularly in the outports of Haiti, where sales to these professional men are often much safer and larger than those to the merchant who stocks a small corner of his establishment with standard remedies. Any Canadian pharmaceutical house considering the Haitian market is advised to communicate with the Canadian Trade Commissioner at Kingston, Jamaica, for confidential information regarding possible openings in Haiti.

Supplementary to the pharmaceutical trade, there is a considerable business in perfumery and toilet articles. A very considerable market exists for a wide range of such supplies, but the Francophile leanings of the population, coupled with the tariff advantages, effectively prevent supplies from other nations from competing. One of the large American houses has secured a foothold, but according to their agent, the difficulty encountered nullified the advantage of handling American lines.

#### STATIONERY, PAPER AND FANCY GOODS

There are three large and important houses in Port-au-Prince handling stationery, paper and fancy goods in both wholesale and retail capacities. Two of these firms are entirely confined to this trade, and the other firm combines a variety of businesses. All three firms are French, but quite willing to consider Canada as a source of supply for their paper requirements. The fancy goods and stationery trades, consisting of the purchase of small quantities of a large variety of articles, is admirably suited to handling through indent houses, and it is by no means remarkable to find Parsons & Whittemore of New York predominant as a source of supply. This latter firm does not appoint representatives, but is in a position to supply its own stocks or to purchase on a commission basis on behalf of enquirers. A single commission is charged in either case, and the writer has not heard a single complaint regarding the business methods of this firm in any part of the tropics. Canadian indent houses and wholesalers of paper supplies should be in an equally good position to supply Canadian paper, and the Trade Commissioner would be pleased to hear of any such houses who might wish to do business in any of the Latin-American areas.

#### NEWSPRINT

Newsprint is not extensively imported; probably twenty tons per year will fill all Haitian requirements. \* Newspaper accounts generally are not regarded as safe by the leading importers, and practically all newspapers pay cash for all their newsprint requirements. In addition to the newspapers, a considerable business is transacted each year with the Haitian Government, both in newsprint and in cheap bonds. These Government requirements amount to about forty tons per year, consisting perhaps of ten tons of newsprint and thirty tons of sulphite bonds. The Government orders are sometimes filled by local firms, but more often the orders are placed in New York; local firms complain that they often undercut New York without obtaining the business.

Sulphite bonds are imported by the three principal dealers in 1,000-ream lots. These bonds enjoy a variety of uses, one of the chief of which is for the notices of birth, death, etc., which one sees posted about the streets. Some of this bond is guillotined into writing paper, but not very much, as the upper class Haitians, who are the only purchasers of writing paper, will pay excellent



prices for their stationery; to a large extent these classes demand specialties. French box stationery is an extremely good line on a small scale. A box of fifty sheets of note-size bond, fifty large square envelopes with the interior coloured or glazed, the paper with deckle or milled edges, water-lines and all similar refinements, can be purchased in Haiti for \$1.30, whereas the same box would cost \$2 wholesale in New York. The tariff preference does not come into the matter at all, as the duty on stationery works out at about five per cent ad valorem, and the preference is only about one-third of this rating; the paper in demand is made in France, and nowhere else.

#### TISSUES, WAX AND SPECIAL PAPERS

The trade in these items is negligible. Small imports of French tissues are made—a few reams at a time fill the demand. The writer could discover no uses for waxes or treated papers in Haiti.

#### WRAPPING PAPERS

Germany does an excellent business in Haiti in wrapping paper. This is not the Continental straw wrapping paper, but a kraft or near-kraft of excellent quality. There are two varieties—a strong, light manila, glazed on one side, and a kraft paper, much heavier and stouter, very similar to the paper in general use in grocery shops in Canada. Both these varieties are supplied by a few Hamburg export houses. One of the features of this wrapping paper trade is the excellent packing. Certain Spanish-American countries base their tariff upon the gross weight of any import, thus compelling the importer to pay for the container at the assessment of the commodity which it contains. To reduce this weight the Germans have designed an admirable holder, which combines extreme lightness, convenience in handling, and almost perfect protection. Twelve reams are crated together with half-inch pine slats top and bottom, held together with two end, one middle, and one transverse cleats. Four iron straps encircle these cleats—three lengthwise and one transversely. The strapping is caught by special strap locks and two cleats hold the top and bottom together. This package is just the right size for distribution, extremely easy to handle, and as far as the writer could judge, it absolutely protected the contents. The strong, light, manila papers (German) which are in greatest demand cost about \$2 per ream c.i.f. Port-au-Prince.

#### INKS AND STATIONERY SUPPLIES

These supplies are largely American in Haiti, because of the ease of obtaining small quantities from New York. This trade formerly went through American indent houses, but dealers stated that after the American occupation the prices rose too high, and the trade was transferred direct to the manufacturers. Occasionally these stationery and fancy goods brokers in New York dump considerable quantities of assorted lots in Haiti, choosing merchants and dealers who ordinarily do not handle stationery and fancy goods. While this spoils the business for the time being, it is not very remunerative to the parties concerned, and has been less observed during the past year.

#### BOOKS

Almost all the books imported into Haiti, whether novels, school books or business books, are of French origin and will probably continue so. Some American ledgers were noted upon the shelves of stationery dealers, but French types undoubtedly will persist in this market.

## WALLPAPER

Haiti has required considerable wallpaper in the past, but the demand has been declining since the advent of the American forces of occupation, as a bare wall is now considered to be more sanitary in the tropics than a papered wall. Several of the dealers, however, still carry stocks of wallpaper; German supplies predominate at present. This German paper is supplied in 7-metre rolls of 18-inch widths, and retails at 30 cents per roll. Patterns are bright and attractive; almost too bright for Anglo-Saxon taste. The paper, however, is not of good quality. It is improbable that this trade will develop, as all merchants interviewed stated their unwillingness to carry additional supplies, since the myriad roaches which abound in Haiti are able to destroy an entire roll in a few minutes.

## AUTOMOBILES AND TRUCKS

The absence of interior communications in Haiti, and the mountainous nature of the country, have prevented the development of roads, and automobile transit has in consequence been minimized in importance. The 3,000 kilometres of Haitian roads were, until the American intervention, little better than trails, and even to-day much of this mileage is quite unsuitable for motor traffic. It therefore appears that the only appreciable sale of motor cars and trucks to date has been in the one centre of Port-au-Prince, probably not more than half a dozen having been ordered in each of the other outports of the republic.

At present there are 635 cars in use in Haiti, of which 60 per cent are Fords, the remainder being other makes of light machines, with a preference for Buicks and Dodges. A small, light car with a short wheel-base is necessary. As the road-making material available in Haiti is not so suitable as in Santo Domingo, it is improbable that the Haitian roads will in the near future reach the high state of development which has been attained in the latter republic; therefore the expansion of the motor industry in Haiti is not likely to approximate that of the adjacent state. It is worthy of note, however, that no less than 118, or roughly 18 per cent of the cars at present in Haiti, were imported during the first six months of 1923—a striking illustration of the possibilities of the market when even passable roads are provided. There is no market for motor trucks. There are ten in the republic—all except three in Government employ. The Haitian is not a good mechanic, and takes no care of motor vehicles. The large merchants of Port-au-Prince will not own trucks under any conditions.

## TIRES

In tires, Goodyears lead; of present supplies some, but not many, are shipped from the Canadian factory. Next come Michelin tires, which are the cheapest in Haiti at present. This aggressive French firm is increasing its business, owing to the tariff advantage which French goods have in Haiti. The dealers handling American tires stated that the Michelins offered equal mileage with American makes, but that, in their opinion, the construction of the former was inferior. They complained of a lack of balance, and alleged that the rubber was all on the tread and none on the side. The third tire in popularity is that of the United States Rubber Export Company; but this firm at present is handicapped by their representation. Ajax tires likewise have a small sale.

## MOTOR CYCLES

These machines have very small sales. They cost too much, approximating the Ford car in price. A few Harley-Davidsons and "Indians" are seen.



### BICYCLES

A few cheap German machines are coming in; there are about 300 in the republic. A German importing house stated that they were selling about twelve monthly. Tires were likewise German. There is a good opening for a Canadian machine that will sell at about \$40. The trade in accessories is of no importance.

## COMMERCIAL NOTES FROM ARGENTINA

ASSISTANT TRADE COMMISSIONER P. W. COOK

### Building Activity

Buenos Aires, January 16, 1924.—The city of Buenos Aires is at present enjoying a period of marked activity in building construction. A great number of large half-finished office and shop buildings are to be seen in the business districts of the city, the majority of not less than six, eight or ten stories. Housing construction is even more apparent, and in many of the suburbs recently completed residential blocks are being auctioned daily. One well-known firm sold, during the month of December, urban properties aggregating in value rather more than 7,600,000 pesos and comprising over 200 separate transactions—not all of these, of course, sales of new construction. Thus the importation of building material of all classes is brisk, and is expected to increase. This year will probably see a growing demand for structural material of all types, from steel shapes to paints and builders' hardware. This also points to a heavy importation of electrical equipment for the conveyance and installation of light and power, and of black and galvanized tubing, of which Canadian firms are likely to obtain a fair share.

### Cotton Cultivation in Argentina

Attention is at present being paid to the prospect of growing cotton in the Chaco district of northern Argentina. Experiments have been undertaken for some years past, but the favourable opinions expressed by experts who investigated the possibility of cotton-growing in Brazil during the Centenario last year have recently given impetus to the movement.

Investigation proves that the climate and soil of certain parts of the Republic are entirely suited for the production of good staple cotton; but according to a statement made by the expert of the Department of Agriculture, the varieties now being cultivated are not pure, and unless seed selection and the most careful methods are adopted, there is danger of depreciation into hybrid varieties of low commercial value. It is understood, however, that the Government are about to take measures to encourage this industry. Certain influential interests in Buenos Aires are already reported to have invested in considerable quantities of cotton machinery, and the probability of intensive development is exciting much interest.

### Aviation on the River Plate

After negotiations lasting more than five years, the first commercial aviation service of Argentina has at last become an accomplished fact, and the River Plate Aviation Company (under British control) is now operating a daily mail and passenger service between Buenos Aires and Montevideo, using Vickers Amphibians for the purpose. This was made possible only by a substantial government subsidy, but already results appear to justify the expenditure. In view of the close commercial relationship between the two capitals of the river Plate, this service should prove of great value, particularly to travellers and business men visiting the country from Europe and North America.

CATALOGUES WANTED FOR THE BRITISH EMPIRE EXHIBITION

Mr. L. M. Cosgrove, Assistant Trade Commissioner in London, who has been placed in charge of the Information Bureau of the Department of Trade and Commerce at the forthcoming British Empire Exhibition, writes under date January 25, 1924, requesting that all Canadian firms interested in providing data for use at the British Empire Exhibition should forward to him, at the Canadian Pavilion, Wembley Park, London, England, illustrated catalogues and sales literature which might be useful in amplifying the information he has on hand regarding Canada's various industries.

SUGAR PRODUCTION IN AUSTRALIA

The bulk of the sugar grown in Australia is produced on the seacoast of the State of Queensland, where the soil and humid conditions are specially favourable for the growth of cane. The balance of the cane sugar produced comes from the northern portion of the State of New South Wales which adjoins Queensland. The crushing season which commenced last June is now about finishing, and it is estimated that the total production of sugar for the whole of Australia from cane will amount to 260,000 tons from the State of Queensland, and 17,000 tons from the State of New South Wales. The southern State of Victoria is estimated to produce 2,700 tons of sugar from beet. The total estimated amount of sugar produced in Australia is therefore expected to be about 279,000 tons, which should just about meet the consumptive demand and not leave any for export. Earlier in the season it was estimated that there would be an exportable surplus, but the variable season has definitely upset this expectation.

ESTIMATED POPULATION OF AUSTRALIA

Mr. C. Hartlett, office of the Trade Commissioner in Melbourne, writes under date December 31, 1923, that according to the latest return prepared by the Commonwealth Statistician, the population of Australia at the end of September last is estimated at 5,715,018, of whom 2,911,722 were males and 2,803,296 females.

The population of the various states at the end of September last was as follows:—

	Males	Females	Total
New South Wales .. . . .	1,121,135	1,077,020	2,198,164
Victoria .. . . .	801,008	814,040	1,615,048
Queensland .. . . .	428,560	382,865	811,425
South Australia .. . . .	261,772	257,646	519,418
Western Australia .. . . .	187,631	162,949	350,580
Tasmania .. . . .	106,983	106,505	213,488
Northern Territory .. . . .	2,598	1,044	3,642
Federal Territory .. . . .	2,035	1,218	3,253

In comparison with a year ago the population has only increased by a little more than 2 per cent per annum, and at the same rate will take two years to reach 6,000,000.



## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Customs Regulations and Invoice Requirements of India

A report has been issued in leaflet form containing information compiled by Assistant Trade Commissioner R. S. O'Meara on the customs regulations and invoice requirements of India which should be observed by firms exporting goods to that market. Copies of this leaflet, while the supply lasts, will be furnished to exporters and others interested, on application to the Director, Commercial Intelligence Service, Ottawa.

### Deduction of Drawback in Australia from Canadian Invoice Values

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 8, 1924.—Recent inquiries received at this office indicate that many exporters in Canada are in doubt as to the requirements of paragraph 4 of the certificate of value as recommended by the Imperial Customs Conference held in London in 1921 and adopted by Australia as from January 1, 1923, in connection with the deduction of drawback from invoices of goods imported into Australia.

The paragraph in question permits the amount of any drawback allowed on exportation of goods to be deducted from the invoice value, and is as follows:—

“4. That the said domestic value includes any duty leviable in respect of the goods before they are delivered for home consumption, and that on exportation a drawback or remission of duty amounting to  
 .....  $\frac{\text{has been}}{\text{will be}}$  allowed by the revenue authorities in the country of exportation.”

Originally the Australian authorities required the production of a certificate from the collector of customs at the port of shipment in support of any claim as to the amount of drawback allowed.

In view of representations made on behalf of shippers, particularly those at inland points, as to the difficulty of procuring the requisite certificates it was later decided that their production would no longer be necessary. It is therefore now the practice of the Australian Customs, in the absence of any special reason to doubt its correctness, to accept the statement embodied in paragraph 4 of the certificate of value at its face value without supporting evidence of any kind.

### Enforcement of Australian Meat Import Regulation Postponed

With reference to the notice in *Commercial Intelligence Journal* No. 1033, November 17, 1923, page 822, regarding certificates required for meats imported into Australia, the British *Board of Trade Journal* has announced that enforcement of the proclamation calling for these certificates was first postponed until February 1, 1924, and later on again postponed for a further three months from that date.

### Footwear Import Restrictions in Holland

Notification was made in *Commercial Intelligence Journal* No. 1031 (November 3, 1923) of the passing of a measure to protect Dutch shoe manufacturers. This law restricted the imports of footwear and was effective only until January, 1924.

Mr. Frederick H. Palmer, Canadian Trade Commissioner in the Netherlands, under date January 22, 1924, reports that the Dutch Minister of Labour, Commerce and Industry announces that the regulations restricting the import of footwear will be continued as formerly, with the exception that the amount of the guarantee required will only amount to 1 per cent of the value of the footwear for which application to import is made. The maximum formerly was 2 per cent of the value.

### Butter and Condensed Milk Made Dutiable in Japan

With reference to the list of articles made exempt from duty in Japan following the earthquake (see *Commercial Intelligence Journal* No. 1026, September 29, 1923, page 477), the Consul General of Japan, Ottawa, advises that item 53, namely butter and ghee, and item 55, namely condensed milk, were struck off the duty free list by an amending ordinance enacted and made effective on January 29, 1924. It is stated that goods included in these two items which were contracted for before the date of the enactment of the ordinance for importation to Japan, or which were at that time en route to Japan, will be exempted until the 31st March, 1924.

### Export Entries for Goods Shipped to Mexico

Circular No. 303-C issued January 29, 1924, by the Department of Customs and Excise of Canada to Collectors of Customs and Excise, calls attention to the fact that invoices for goods shipped from Canada to Mexico are required to be certified by the Mexican consul. Export entries for such shipments, the circular states, should therefore contain a statement to the effect that invoices certified by the Mexican consul have been forwarded to the consignee. Firms desiring further particulars regarding invoice requirements and consular regulations of Mexico are invited to apply to the Director, Commercial Intelligence Service, Ottawa, for a copy of a leaflet recently issued dealing with this subject.

## TENDERS INVITED

### Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne, and the Commonwealth Postmaster General's Department at Sydney, New South Wales. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa.

Tenders in conformity to the specifications should be addressed, respectively, to the Secretary, Victorian Government Railway Department, Melbourne, Australia, and the Deputy Postmaster General, Sydney, New South Wales. Particulars of the requirements are briefly outlined thus:—

#### VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of closing.	Particulars
36872	Apr. 2, 1924	Supply and delivery of 32,000 incandescent lamps for electric car lighting, as specified.

#### COMMONWEALTH POSTMASTER GENERAL'S DEPARTMENT

No.	Date of closing	Particulars
N.S.W. No. 17.	Mar. 6, 1924	Supply and delivery of protectors, fuses, fanning strips, test shoes, and jumper rings and wire for switchboard use, as specified.



## OCEAN MAIL SERVICES

<i>With mails for</i>	<i>Steamer</i>	<i>Sailing from</i>	<i>Date</i>
Great Britain and Countries via Great Britain.	- <i>Montclare</i> .. . . .	St. John .. . . .	Feb. 29
" " " " " "	† <i>Olympic</i> .. . . .	New York .. . . .	Mar. 1
" " " " " "	† <i>Stuttgart</i> .. . . .	New York .. . . .	Mar. 4
" " " " " "	- <i>Metagama</i> .. . . .	St. John .. . . .	Mar. 7
" " " " " "	- <i>Marloch</i> .. . . .	St. John .. . . .	Mar. 8
" " " " " "	† <i>Berengaria</i> .. . . .	New York .. . . .	Mar. 8
Denmark .. . . .	* <i>Virginia</i> .. . . .	St. John .. . . .	Mar. 2
Germany .. . . .	* <i>Welland County</i> .. . . .	St. John .. . . .	Feb. 27
" .. . . .	* <i>Balfour</i> .. . . .	St. John .. . . .	Mar. 8
Bermuda, Leeward Islands, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, British Guiana, Venezuela.	<i>Chaleur</i> .. . . .	Halifax .. . . .	Feb. 29
St. Kitts, Antigua, Barbados, Trinidad, British Guiana .. . . .	* <i>Canadian Squatter</i> .. . . .	Halifax .. . . .	Mar. 7
Bermuda, Bahamas, Jamaica, Colombia, British Honduras .. . . .	* <i>Canadian Fisher</i> .. . . .	Halifax .. . . .	Mar. 13
Barbados, Trinidad, British Guiana .. . . .	* <i>Borden</i> .. . . .	St. John .. . . .	Mar. 13
Jamaica and Colombia .. . . .	* <i>Andalusia</i> .. . . .	Halifax .. . . .	Feb. 27
China and Japan .. . . .	<i>President McKinley</i> .. . . .	Victoria .. . . .	Feb. 26
Japan only .. . . .	<i>Hawaii Maru</i> .. . . .	Victoria .. . . .	Feb. 27
China and Japan .. . . .	<i>Empress of Russia</i> .. . . .	Vancouver .. . . .	Mar. 6
Australia only .. . . .	<i>Sonoma</i> .. . . .	San Francisco .. . . .	Mar. 4
Australia and New Zealand .. . . .	<i>Makura</i> .. . . .	Vancouver .. . . .	Mar. 7

† Letter mail only. \* Parcel Post and specially addressed correspondence only.

- Papers, parcel post and specially addressed correspondence only.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING  
FEBRUARY 11, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 11, 1924. Those for the week ending February 4, 1924, are also given for the sake of comparison.

	Parity		Week ending Feb. 4, 1924.	Week ending Feb. 11, 1924.
Britain .. . . . £	1.00	\$4.86	\$4.4400	\$4.4371
France .. . . . Fr.	1.	.193	.0480	.0468
Italy .. . . . Lire.	1.	.193	.0450	.0450
Holland .. . . . Florin.	1.	.402	.3870	.3854
Belgium .. . . . Fr.	1.	.193	.0426	.0410
Spain .. . . . Pes.	1.	.193	.1321	.1313
Portugal .. . . . Esc.	1.	1.08	.0334	.0334
Switzerland .. . . . Fr.	1.	.193	.1795	.1792
Germany .. . . . Mk.	1.	.238	....	....
Greece .. . . . Dr.	1.	.193	.0231	.0206
Norway .. . . . Kr.	1.	.268	.1396	.1382
Sweden .. . . . Kr.	1.	.268	.2713	.2702
Denmark .. . . . Kr.	1.	.268	.1693	.1658
Japan .. . . . Yen	1.	.498	.4789	.4753
India .. . . . R.	1.	2s.	.3193	.3182
United States .. . . . \$	1.	\$1.00	1.0300	1.0306
Mexico .. . . . \$	1.	.498	.4944	.4999
Argentina .. . . . Pes.	1.	.424	.3424	.3439
Brazil .. . . . Mil.	1.	.324	.1158	.1262
Roumania .. . . . Lei	1.	.198	....	....
Jamaica .. . . . £	1.	4.86	4.4959	4.4561
British Guiana .. . . . \$	1.	1.	.9154—.9463	.9082—.9378
Barbados .. . . . \$	1.	1.		
Trinidad .. . . . \$	1.	1.		
Dominica .. . . . \$	1.	1.		
Grenada .. . . . \$	1.	1.		
St. Kitts .. . . . \$	1.	1.		
St. Lucia .. . . . \$	1.	1.		
St. Vincent .. . . . \$	1.	1.		
Tobago .. . . . \$	1.	1.		
Shanghai, China .. . . . Tael	1.	.708	.7519	.7667
Batavia, Java .. . . . Guilder	1.	.402	.3708	.3709
Singapore, Straits Settlements .. \$	1.	.567	.5175	.5230

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

179. FLOUR.—Spanish house handling foodstuffs, wines, liquors, pharmaceuticals, etc., in Santo Domingo, desire to obtain a good Canadian flour agency. They represent a large fish corporation in New York and one in Canada.

180. LARD.—A Spanish house in Santo Domingo are anxious to get in touch with a Canadian packing firm who can supply lard in barrels of 200 to 250 pounds, or in cases containing two tins, each 37½ pounds (about 5 gallons).

181. CURED AND PICKLED FISH (Cod or Herring).—Manufacturers' representative in Kingston, Jamaica, invites correspondence from Canadian exporters interested in this field.

182. PULPS FOR JAM MAKING.—Argentine importer wishes quotations on strawberry pulp and other pulps for making jams.

183. TOBACCO.—A Leicester firm are open to receive samples and quotations of Canadian binder tobacco and Canadian factory cuttings. For binder they must have a tobacco thin in leaf, perfectly sound and free-burning, and in bone dry condition. The factory cuttings must be clean and dry, and not too short.

### Miscellaneous

184. TALLOW; OILS.—A French firm claiming to have wide connections desire to have the exclusive agency for palm, cocoa, colza, linseed and all vegetable oils, animal oils, fish oils, potash, stearine, paraffin, etc.

185. RAILWAY MATERIAL.—Argentine railway (British) wishes to buy ditch diggers, weed cutters and machines for tamping ballast between railway ties, the latter to work electrically under 800 volts D.C. The above machines are to be mounted on arrival on flat cars and are for the upkeep of the line.

186. ELECTRICAL PLANT.—A Leicester firm are anxious to get into touch with manufacturers of electrical plant, power plant and power appliances, and will be pleased to receive illustrations and prices delivered English port.

187. PAPER.—A Manchester firm are open to represent Canadian paper mills.

188. CRUDE DRUGS AND FINE CHEMICALS.—A firm in Nottingham are open to purchase crude drugs and fine chemicals for use of manufacturing chemists, and will be pleased to receive particulars and quotations.

189. SHEEPSKIN LEATHER.—A Northampton firm are open to purchase sheepskin leather, dressed in black and colours, suitable for shoe linings.

190. HICKORY HANDLES.—A Hamburg firm desire to get in touch with Canadian exporters of hickory handles as per specifications available at the Department of Trade and Commerce Ottawa.

191. POULTRY HOUSES.—A poultry expert in New Zealand wishes quotations, terms, and particulars from Canadian manufacturers of ready-cut or knocked-down houses for poultry.

192. POULTRY SUPPLIES.—A poultry expert in New Zealand, with good connections, desires to hear from Canadian manufacturers of various lines of poultry supplies such as incubators, brooders, artificial lighting systems, etc.

193. CONCRETE WATERPROOFING.—A firm in New Zealand desire quotations, terms, etc., from Canadian manufacturers of a composition used for waterproofing cement and concrete.

194. MATCHES; PAPER; TWINE.—Well-established commission house in St. John's, Newfoundland, desires to handle on a commission basis Canadian matches, paper and twine, and grocery specialties.



**PROPOSED SAILINGS FROM CANADIAN PORTS***Subject to change without notice. The sailing dates are approximate.***From St. John**

To LIVERPOOL.—Marburn\*, Feb. 22; Montclare\*, Feb. 29; Montrose, March 14; Montlaurier, March 21; Montclare\*, March 28—all of the Canadian Pacific Steamships, Ltd.

To LIVERPOOL AND GLASGOW.—Marloch\*, Canadian Pacific Steamships, Ltd., March 8.

To LONDON AND HULL.—Cornish Point\*, Feb. 19; Ariano, March 4; Comino†, March 18—all of Furness Line.

To LONDON AND ANTWERP.—Canadian Explorer, Feb. 27; Canadian Ranger, March 12; Canadian Conqueror\*, March 26—all of Canadian Government Merchant Marine; Brandon†, Canadian Pacific Steamships, Ltd., March 1.

To LONDON AND HAMBURG.—Brecon†, Feb. 20; Balfour†, March 11—both of the Canadian Pacific Steamships, Ltd.

To LONDON AND HAVRE.—Hastings County, Intercontinental Transport Services, Ltd., March 22.

To LONDON AND ROTTERDAM.—Brant County, Intercontinental Transport Services, Ltd., Feb. 22.

To HAMBURG AND HAVRE.—Welland County†, Intercontinental Transport Services, Ltd., Feb. 27.

To CHERBOURG, SOUTHAMPTON AND ANTWERP.—Melita, Canadian Pacific Steamships, Ltd., March 19.

To GLASGOW.—Metagama\*, March 7; Marburn, March 22—both of Canadian Pacific Steamships, Ltd.

To GLASGOW AND AVONMOUTH.—Kastalia†, March 22; Cabotia†, March 29—both of Anchor-Donaldson Line.

To MANCHESTER.—Manchester Regiment†, Feb. 23; Manchester Brigade\*, March 8; Manchester Producer\*, March 22—all of Manchester Line.

To CARDIFF AND SWANSEA.—Canadian Mariner, March 4; Canadian Commander, March 20—both of the Canadian Government Merchant Marine.

To BELFAST AND DUBLIN.—Melmore Head, Head Line, March 4.

To ROTTERDAM.—Lisgar County, Intercontinental Transports, Ltd., March 22.

To HAMBURG.—Potsanger, Intercontinental Transports, Ltd., March 25.

To ROTTERDAM AND HAMBURG.—Grey County†, Intercontinental Transports, Ltd., March 9.

To SCANDINAVIAN AND BALTIC PORTS.—Virginia, March 2; Kentucky, March 23—both of the Scandinavian-American Line.

To MELBOURNE, SYDNEY, AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—Virginia, New Zealand Steamships, Ltd., March 20.

To AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—Trewyn, Feb. 20; Trelevan, March 20—both of New Zealand Steamships, Ltd.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Berwyn†, Feb. 20; Borden†, March 13—both of Canadian Pacific Steamships, Ltd.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO AND BUENOS AIRES.—A steamer, Houston Line, March 15.

To BERMUDA, ST. KITTS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, Feb. 17; Chignecto, March 2; a steamer, March 16—all of the Royal Mail Steam Packet Co.

To CAPE TOWN AND SOUTH AFRICAN PORTS.—Calumet, Elder-Dempster Line, March 30

**From Halifax**

To LIVERPOOL.—Regina\*, Feb. 17; Canada\*, March 2; Regina\*, March 23; Vedic, March 30—all of the White Star-Dominion Line; Sachem, Furness, Withy & Co., Feb. 27.

To LONDON AND HULL.—Cornish Point, Furness Line, Feb. 20.

To LIVERPOOL AND BELFAST.—Regina\*, White Star-Dominion Line, March 23.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Carrier, Feb. 22; Canadian Squatter, March 7; Canadian Otter, March 21—all of Canadian Government Merchant Marine.

To BERMUDA, NASSAU, KINGSTON AND BELIZE.—Canadian Forester, Feb. 21; Canadian Fisher, March 13—both of Canadian Government Merchant Marine, Ltd.

To BERMUDA, ST. KITTS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, Feb. 29; Chignecto, March 14; a steamer, March 28—all of the Royal Mail Steam Packet Co.; Canadian Carrier, Canadian Government Merchant Marine, Feb. 22.

\* Cold storage.

† Sirocco fans.

To CUBA AND JAMAICA.—Andalusia, Feb. 27; Caledonia, March 12; Andalusia, March 26—all of Pickford & Black, Ltd., Halifax.

To PLYMOUTH, CHERBOURG AND LONDON.—Andania, Feb. 18 and March 31; Antonia, March 3—both of Cunard Line.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Trewyn, New Zealand Shipping Co., Ltd., Feb. 20; Canadian Spinner, Feb. 22; Canadian Challenger, March 22—both of Canadian Government Merchant Marine.

### From North Sydney, N.S.

To NEWFOUNDLAND.—Kyle, Newfoundland Government Railway Commission, tri-weekly (Tuesday, Thursday and Saturday).

### From Vancouver

To AVONMOUTH.—Canadian Freighter, Feb. 25; Canadian Highlander, March 25—both of Canadian Government Merchant Marine.

To MANCHESTER.—London Shipper, Furness, Withy & Co., March 5; Governor, Leyland-Harrison Line, March 27.

To LONDON AND LIVERPOOL.—Defender, Harrison Direct Line, Feb. 20.

To LIVERPOOL, LONDON, ROTTERDAM AND ANTWERP.—Drechttdyk\*, Holland-American Line, middle of February; Loch Gail\*, Royal Mail Steam Packet Co., middle of March.

To BORDEAUX, HAVRE AND ANTWERP.—Texas, March 1; Michigan, March 12—both of French Line.

To SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Traveller\*, Canadian Government Merchant Marine, March 11.

To NAPIER, NEW PLYMOUTH, LYTTELTON AND DUNEDIN.—Waihemo, Canadian-Australasian Royal Mail Line, Feb. 26.

To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Royal Mail Line, March 14.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Makura, Canadian-Australasian Royal Mail Line, March 7.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Hawaii Maru, Feb. 20; Alabama Maru, March 1; Arizona Maru, March 21—all of the Osaka Shosen Kaisha Line.

To YOKOHAMA, KOBE, SHANGHAI AND HONG KONG.—Empress of Australia, Canadian Pacific Steamships, Ltd., March 20.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific Steamships, Ltd., March 6.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Tyndareus, Feb. 26; Protesilaus, March 17—both of the Blue Funnel Line.

To YOKOHAMA AND KOBE.—Toyama Maru, March 2; Iyo Maru, March 10; Hakata Maru, March 27—all of the Nippon Yusen Kaisha Line.

To YOKOHAMA.—Canadian Britisher, Feb. 25; Canadian Scottish, March 2—both of Canadian Government Merchant Marine.

To YOKOHAMA AND SHANGHAI.—Canadian Winner, Canadian Government Merchant Marine, March 20.

### From Victoria

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Makura, Canadian-Australasian Royal Mail Line, March 8.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Tyndareus, Feb. 26; Protesilaus April 3—both of Blue Funnel Line.

To YOKOHAMA, KOBE, SHANGHAI, HONG KONG AND MANILA.—President McKinley, Feb. 26; President Jackson, March 9; President Jefferson, March 21—all of the Admiral Oriental Line.

To YOKOHAMA AND KOBE.—Hawaji Maru, Osaka Shosen Kaisha, Feb. 14.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Alabama Maru, Osaka Shosen Kaisha, March 2.

To YOKOHAMA, KOBE, NAGASAKI AND SHANGHAI.—Arizona Maru, Osaka Shosen Kaisha, March 22.

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\* Cold storage.



## COMMERCIAL INTELLIGENCE SERVICE

(For List of Canadian Trade Commissioners and Commercial Agents, see back page)

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### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W. 1, England. *Cable Address, Dominion, London.*

---

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

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#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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### ENLARGED CANADIAN TRADE INTELLIGENCE

Under an arrangement made by the Minister of Trade and Commerce with the Secretary of State for the Colonies, the services of the British Commercial Diplomatic Officers, as well as those of British Consuls, will be available for Canadian firms, who are at liberty to apply direct to them for information as to the possibilities of sale of Canadian products, the method under which business is conducted, and the best means of getting into touch with markets. The arrangement referred to applies to all countries in which Canada is not represented by her own Commercial Intelligence Service.

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### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

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### BRITISH TRADE COMMISSIONERS SERVICE

In connection with the British Trade Commissioners Service which is now established in British possessions overseas, the British Government has placed the services of the Trade Commissioners at the disposal of Canada, especially in those overseas British possessions where Canada has no representatives of its own.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164,  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also  
for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancomac.*

#### Denmark

B. S. Webb, Raadhushpladsen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of the  
Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num.  
126-bis, Mexico City. Office, Edificio Banco de  
Londres y Mexico, Num. 30. *Cable Address,  
Cancomac.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street,  
Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adelderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements. British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Acting Trade Commissioner, Sun  
Building, Clare street, Bristol. *Cable Address,  
Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scot-  
land. (Territory covers Scotland and Ireland.)  
*Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.



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# Commercial Intelligence Journal

Vol. XXX

February 23, 1924

No. 1047

Trade Commissioner A. E. Bryan's Itinerary in Canada  
United States Tariffs and Canadian Export Trade  
Shipment of British Fresh Fish to Australia Begins  
Commercial Conditions: India; Barbados; Mexico  
Market for Lumber in the Countries of North Africa  
Demand for Railway Material in Argentine Republic  
Market for Foodstuffs in China and Hong Kong  
Trade Inquiries for: Flour; Rolled Oats; Fish;  
Lumber; Furniture; Shoes; Leather; Tools; Fencing

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DEPARTMENT OF TRADE AND COMMERCE  
OTTAWA, CANADA

MINISTER  
HON. THOS. A. LOW

DEPUTY MINISTER  
F. C. T. O'HARA

COMMERCIAL INTELLIGENCE SERVICE  
H. R. POUSSETTE, Director

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# Commercial Intelligence Journal

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Ottawa FEBRUARY 23, 1924 No. 1047

## TRADE COMMISSIONER A. E. BRYAN'S ITINERARY IN CANADA

Mr. A. E. Bryan, Canadian Trade Commissioner to Japan, is at present engaged in a business tour of the Dominion on behalf of Canadian export trade to Japan. The following is the second part of his itinerary, and it will be noted that a slight modification of dates has been made since the itinerary was first published in the *Journal*:—

St. Catharines (including Merriton,	Kitchener .. . . .	Mar. 3
Thorold, Welland) .. . . .	Guelph .. . . .	Mar. 4
Brantford .. . . .	Winnipeg .. . . .	Mar. 10
Ingersoll .. . . .	Edmonton .. . . .	Mar. 12
London .. . . .	Calgary .. . . .	Mar. 13
Windsor .. . . .	Vancouver .. . . .	Mar. 15-20
Feb. 22-25		
Feb. 26		
Feb. 27		
Feb. 27-28		
Feb. 29 and Mar. 1		

Canadian firms who desire to be brought in touch with Mr. Bryan should address their communications to him care of the Board of Trade or Chamber of Commerce in the respective cities above noted.

## TRADE COMMISSIONER D. H. ROSS'S PROSPECTIVE VISIT TO CANADA

It is expected that Mr. D. H. Ross, Canadian Trade Commissioner to Australia, will arrive in Canada via Vancouver in the first week of April next, and will make a tour of the Dominion, in order to afford exporters interested in the Australian market an opportunity of interviewing him. Canadian firms who wish to interview or be brought into touch with Mr. Ross, are invited to communicate with the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

## DISPATCH OF CATALOGUES TO FOREIGN COUNTRIES

The attention of the British Department of Overseas Trade, says the *British Board of Trade Journal*, has been drawn to the practice of manufacturers and exporters dispatching catalogues and advertising matter to countries outside the British Empire by the parcel post service. This service in most countries is subject to considerable Customs delays upon entry; although parcels are nominally entered as duty free, they are subject to Customs examination and possibly duty when so dispatched.

It is strongly advised that exporters send their advertising matter of all kinds by the ordinary mail at printed paper rates. This method of procedure will tend to avoid unnecessary delay and expense.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND FOUR MONTHS ENDED JANUARY, 1920, 1921, 1922 AND 1923; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS)

Commodities	Month of January				Four months ended January			United States Tariff Rates in force		
	1920	1921	1922	1924	1920	1921	1922	Prior to May 21, 1921	From May 21, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
<b>Animals (except for improvement of Stock)—</b>										
Cattle.....	21,462	11,166	4,188	7,434	286,055	164,437	104,363	59,053	30 p.c.	(a)
Horses.....	1,755,020	807,200	117,400	305,347	25,702,052	12,546,168	1,923,508	2,083,917	Free	(b)
Poultry.....	44,816	40,324	60,770	40,288	174,370	247,864	171,687	103,729	10 p.c.	
Sheep.....	29,816	41,070	35,560	44,560	465,556	552,784	532,555	415,501	1c. per lb.	3c. per lb.
Goats.....	31,620	48,171	30,303	34,799	477,585	501,497	520,526	378,061	1c. per lb.	
Swine.....	19,470	14,717	2,200	19,470	133,615	119,957	43,357	18,538	Free	
Bees.....	123,156	142,175	13,619		1,410,122	1,080,131	223,460	124,658	Free	\$2 per head
<b>Fruits—</b>										
Apples, green or ripe.....	21,700	888	15,190	2,384	165,284	11,011	302,360	43,987	30c. per bush.	25c. per bush.
Apples, dried.....	54,685	5,619	15,874	10,803	635,005	53,822	1,990,472	208,421	10c. per bush.	
Berries, fresh.....	106,300		13,600		262,636		631,254	73,342	1c. per lb.	2c. per lb.
Grains—	21,986		1,600	26,136	50,400		39,403	60,695	3c. per qt.	1c. per lb.
Barley.....	37,447		1,351	1,835	38,911	128	1,351	97,408	15c. per bush.	20c. per bush.
Beans.....	46,829	878	1,416	1,416	49,011	128	3,267	51,407	15c. per bush.	20c. per bush.
Buckwheat.....	9,987	696	633	35	7,722	1,053	9,611	7,057	\$1.20 per bush.	\$1.05 per bush.
Oats.....	24,052	56,314	2,874	69,727	12,879	4,017	68,082	21,816	25c. per bush.	10c. per cwt.
Peas, whole.....	33,140	63,207	11,932	58,570	38,588	135,159	53,696	226,973	Free	
Peas, split.....	300,516	179,882	185,046	114,947	1,161,588	389,238	1,015,534	433,018	Free	
Rye.....	245,061	111,134	94,131	16,306	966,230	227,569	463,080	203,736	6c. per bush.	15c. per bush.
Wheat.....	29,336	62,703	33,713	58,695	198,379	138,752	211,271	78,122	10c. per bush.	60c. per bush.
Wheat Flour.....	6,254		2,895	860	4,570		14,372	212,778	20c. per bush.	75c. per bush.
Barley Flour.....	82,290	14,424	5,549		14,422		53,892	2,016	20c. per bush.	15c. per bush.
Wheat Flour.....	134,740	22,683	4,658		318,431	258,050	74,521		Free	
Wheat Flour.....	261,678	4,049,702	21,476	79,762	460,767	424,301	60,937	17,340	Free	
Wheat Flour.....	691,010	7,715,595	27,167	59,159	1,891,161	33,219,658	9,193,631	16,020,653	Free	
Wheat Flour.....					4,271,703	73,194,213	10,287,406		Free	
Grain Products—										
Iran, shorts and middlings.....	12,038	94,679	17,591	180,738	264,293	507,875	259,210	1,414,481	10 p.c. or free	15 p.c.
Wheat Flour.....	28,053	148,355	21,865	231,620	565,537	918,987	263,333	1,820,965	10 p.c. or free	15 p.c.
Wheat Flour.....	7,376	174,846	55,564	14,302	9,867	696,323	281,767	80,739	Free	78c. per cwt.
Wheat Flour.....	84,397	1,630,537	313,214	83,072	111,913	7,353,838	1,724,931	492,002	Free	
Meats—										
Bacon, hams, shoulders and sides.....	150	124	131	216	4,866	1,082	481	1,893	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....	6,850	6,106	3,876	6,235	128,324	44,927	15,096	40,881	Free	2c. per lb.
Beef, fresh, chilled or frozen.....	32,849	20,977	3,240	5,599	153,587	119,291	98,408	58,480	Free	3c. per lb.
Beef, fresh, chilled or frozen.....	574,387	320,784	33,131	57,664	2,429,906	1,734,363	1,035,756	766,252	Free	



Mutton and lamb, fresh, chilled or frozen.....	Cwt.	5,763 134,317	883 22,506	4,952 95,404	9 206	26,999 581,333	39,955 1,019,867	49,769 836,851	7,289 173,648	Free	2c. per lb.	(d)
Pork, fresh, chilled or frozen.....	Cwt.	12,848 17,916	484 17,916	1,127 20,006	657 18,350	3,798 82,979	4,155 154,065	87,929 154,065	2,713 75,566	Free	2c. per lb.	4c. per lb.
Pork, dry-salted and pickled.....	Cwt.	1,866 41,427	1,866 41,427	325 75,870	1,800 4,676	3,144 42,301	622 9,705	1,800 434,822	325 133,874	Free	25 p.c.	2c. per lb.
Poultry, dressed or undressed.....	\$	9,268	75,870	52,757	4,676	42,301	9,705	664,270	133,874	2c. per lb.	2c. per lb.	6c. per lb.
Other meats, including canned meats, but excluding extracts.....	Cwt.	899 16,921	1,082 15,757	428 3,831	843 19,531	14,573 198,499	7,786 122,083	3,869 38,498	3,657 52,087	Free	25 p.c.	20 p.c.
Milk and milk products—												
Butter.....	lb.	28,733 14,957	38,395 18,928	185,828 68,157	201,039 86,166	4,134,512 2,300,309	1,478,002 741,726	2,487,321 2,924,550	3,788,304 1,534,578	2½c. per lb.	6c. per lb.	8c. per lb.
Cheese.....	lb.	74,602 21,128	5,771 2,504	81,553 13,826	30,700 6,621	3,031,624 706,190	100,510 29,870	2,529,465 386,076	547,400 114,841	20 p.c.	23 p.c.	(e)
Cream.....	Gal.	10,833 31,760	27,498 40,970	222,091 317,732	200,335 189,068	200,335 338,662	333,746 543,876	605,503 893,572	776,890 1,304,286	Free	5c. per gal.	20c. per gal.
Milk, fresh.....	Gal.	120,850 39,925	68,507 21,057	70,696 21,603	151,257 33,155	762,293 237,057	384,629 124,322	454,842 106,531	173,882 100,632	Free	2c. per gal.	2½c. per gal.
Milk, condensed, including milk powder.....	lb.	1,576,597 252,644	154,336 47,019	49,542 9,007	211,600 41,126	3,857,146 636,349	2,855,085 454,650	88,257 16,385	2,562,564 431,804	Free	2c. per lb.	4c.—1½c. lb.
Seeds—												
Clover seed, alsike.....	Bush.	14,354 362,672	10,388 127,057	12,422 109,199	12,424 84,713	68,937 1,755,292	18,543 236,844	51,951 464,541	87,114 371,928	Free	Free	4c. per lb.
Clover seed, alfalfa and red.....	Bush.	1,774 15,894	9,428 3,608	5,043 9,706	4,135 8,157	57,223 36,523	9,473 3,328	8,991 9,706	66,447 388,942	Free	Free	4c. per lb.
Clover seed, other.....	Bush.	291,024 35,517	12,041 127,912	52,457 6,468	62,072 69,131	622,072 1,256,621	29,711 795,928	28,053 1,360,459	388,942 3,965,430	Free	Free	(f)
Flaxseed.....	Bush.	170,900 4,192	266,238 9,336	10,819 6,633	137,996 6,469	1,225,314 18,674	1,677,908 32,581	2,517,608 44,211	3,965,430 34,236	20c. per bush.	30c. per bush.	40c. per bush.
Grass seed.....	Bush.	22,677 433,776	19,942 229,421	19,472 213,823	16,779 7,087	67,211 2,661,294	32,581 1,328,360	183,187 556,785	75,912 324,902	Free	Free	2c. per lb.
Potatoes.....	Bush.	685,028 1,010	174,618 2,074	149,217 190	9,758 7,723	3,065,070 70,355	1,190,195 103,175	478,983 63,151	336,467 61,965	Free	25c. per bush.	50c. per cwt.
Sugar beets.....	Ton	9,090 243,322	18,511 255,612	1,140 239,449	1,140 396,267	70,355 1,546,072	103,175 3,317,471	63,151 1,316,331	61,965 1,738,447	5 p.c.	5 p.c.	80c. per ton
Turnips.....	Bush.	130,296 66,973	255,612 66,973	239,449 60,678	396,267 90,111	1,546,072 654,252	3,317,471 1,328,360	1,316,331 531,325	1,738,447 375,141	15 p.c.	15 p.c.	12c. per cwt.
Miscellaneous Products—												
Eggs.....	Doz.	10,012 6,404	18,460 10,702	472 245	495 245	69,010 43,493	132,938 86,982	110,227 53,063	56,357 25,429	Free	Free	8c. per doz.
Hay.....	Ton	23,788 392,673	6,834 151,703	174 4,426	44,946 481,766	69,478 1,119,304	37,228 841,690	534 11,908	131,390 1,397,113	Free	\$2 per ton	\$4 per ton
Maple sugar.....	lb.	226,809 65,601	176,708 39,120	119,556 8,624	201 56	711,510 207,415	906,875 226,842	1,013,502 73,244	3,895 823	3c. per lb.	3c. per lb.	4c. per lb.
Tallow.....	Cwt.	2,248 38,105	1,035 5,921	2,095 11,848	1,223 269,416	17,092 67,113	6,113 47,895	8,138 45,042	4,082 28,811	Free	Free	¾c. per lb.
Wool.....	lb.	708,966 395,263	1,544,502 354,757	547,920 176,160	2,185,005 1,318,793	4,564,601 1,101,444	4,564,601 1,101,444	107,455 10,614	2,561,313 34,768,551	Free	(g)	(g)
Total value of above commodities..	\$	7,069,033	12,655,257	1,801,324	2,492,749	53,542,449	108,346,714	27,377,430	34,768,551			

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent. (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Mutton fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (e) Cheese, 5c. per lb. but not less than 25 per cent. (f) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. (g) Dutiable at various rates. See Commercial Intelligence Journal No. 974, Sept. 30, 1922, pages 516-7.

## SHIPMENT OF BRITISH FRESH FISH TO AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 8, 1924.—A new departure in the fish trade between the United Kingdom and Australia has recently been made by the arrival at Melbourne of a consignment of some 300 cases of fresh herrings, soles, whiting, and salmon. Herrings comprise the bulk of the shipment. These fish have hitherto been received only in salted, smoked, tinned or other preserved form. Despite the period in cool storage on the voyage, the consignment is reported to have been received in splendid condition, no deterioration whatever having taken place.

As fresh fish from local waters is higher in price in Australian cities than meat or even imported smoked or preserved fish, it is anticipated that the fresh herrings, in particular, will command a large sale if they can be retailed at less than 1s. (24 cents per pound), which landed costs are said to permit. The retail price of imported smoked fillet, a popular article of diet in Australia, is 1s. 4d. (32 cents) per pound.

The customs duty on fresh fish imported into Australia is 1d. (2 cents) per pound on British and 1½d. (3 cents) under the general tariff, and is the same on smoked and frozen fish. Salt fish, which is in smaller demand, is dutiable at the rate of 5s. (\$1.21) or 6s. (\$1.46) per cwt. of 112 pounds according to country of origin.

The consignment of herrings is in the nature of a trial from the herring ports of Yarmouth and Lowestoft, where the industry is reported to be in a depressed condition owing to the shrinkage of European markets, and if anticipations as to the success of the experiment are realized further quantities will be placed on order.

## AUSTRALIAN DEMONSTRATION OF ELECTRIC COOKING STOVES

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 8, 1924.—A larger use of electric stoves for household cooking in this community has hitherto been retarded by the lack of experience in such appliances by those to whom they should appeal. The higher cost of the electric stove in comparison with the gas stove has also restricted its use, but this is gradually being reduced. Some large hotels and cafes are using electricity, having been induced to do so by the cheaper rates at which current is now supplied for cooking purposes.

The Electric Supply Department of the Melbourne City Council, which supplies electricity for light and power to the city proper and certain suburbs, recently purchased a number of small household stoves from recognized makers throughout the world in order to demonstrate to housewives that cooking can be done by such means both effectively and economically.

These cooking demonstrations are to begin at the City Hall at the end of January, and will undoubtedly lead to a larger demand for electric stoves and other cooking appliances than at present exists. Of the leading electric stoves at present on the market, two lines of Canadian manufacture are the most prominent by reason of their superiority in construction and efficiency. Both these makes will be represented at the demonstration, and the opportunity will be an excellent one to show the standard of perfection attained by Dominion makers of such appliances.

There are also to be exhibits of other lines of Canadian electric toasters, grillers, irons and smaller cooking appliances generally, some of which have already, through capable representation, an established reputation on the Australian market.



## GOVERNMENT FISH TRAWLING SCHEMES IN AUSTRALIA CLOSED DOWN

Mr. B. Millin, Commercial Agent in Sydney, writes under date January 10, 1923, that the New South Wales State Government in 1915, with a view of providing cheaper fish for the public, inaugurated a scheme for the trawling and selling of fish. Three trawlers were purchased in England at a cost of £38,540, and four more were built at Newcastle, N.S.W., at a cost of £93,420. Operations were carried on until June, 1922, and plenty of fish of a medium grade but with very little variety were caught and readily disposed of. At the date of closing down the net loss had accumulated to the large sum of £210,518 as the result of trading alone. The assets realized only £50,000, leaving a deficit of £97,806 on the capital cost of trawlers, plant, etc. The total loss therefore was £308,324. Several of the trawlers were sold to New Zealand buyers, and others were purchased by Australians.

With a view of ascertaining whether trawling could be successfully carried on along the coast of the state of Queensland, the Government of that state purchased a trawler and carried on operations for some time with very little success. The scheme was recently closed down, and the trawler has been sold for conversion into a collier.

## TINPLATE CUTTINGS FOR SOUTH WALES

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, January 28, 1924.—Canada has no large quantities of tinplate scrap available for export, but several Canadian manufacturers appear interested in inquiries which recently emanated from Birmingham for South Wales delivery. The following information may therefore prove of interest to Canadian houses that have occasional tonnage to offer.

Prices for the past three months have been firm, offers from an important trading house in Birmingham having increased twice in that period. Prices at the moment offered are 75 shillings (\$16.50 at \$4.40 exchange) per long ton c.i.f. Bristol, Cardiff, Hull, or Liverpool, and 80 shillings (\$17.60) c.i.f. Swansea, Middlesbrough, Newcastle-on-Tyne, or West Hartlepool.

*Specification.*—Material offered must be clean, well bundled, securely cross wired and free from foreign admixtures such as galvanized, lead-coated pieces, etc. Tinplate scrap is preferably compressed by hand, but if done by hydraulic press care should be taken to see they are not made too tight, otherwise cost of separating the material is too high. South Wales dealers do not mind the bundles being slightly rusty on the outside provided that the material is not badly corroded. Bales should be approximately 20 inches by 14 inches by 10 inches and weight 1 cwt. (112 pounds).

*Payment.*—Arrangements are generally made to pay up to 80 per cent of the value against complete set of clean, blank, endorsed on board bills of lading for shipment to British port. The bills of lading should state that the material is in bales and give the number.

Other countries have the advantage of more favourable shipping rates than Canada.

## INDIAN ECONOMIC AND FINANCIAL CONDITIONS

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, January 12, 1924.—The feature of the last few weeks has been the strength of the rupee in terms of English currency. Although a hundred rupees will buy about the same number of American dollars as it did six months ago, it will buy nearly 10 per cent more of British pounds sterling. Judged in relation to the dollar, there has been little change in the rupee in recent months, notwithstanding the large monthly favourable trade balances during the last year. The rupee showed marked strength only in relation to the pound sterling as the gold value of the latter declined. The strength of the rupee has had a quickening effect on Indian imports of manufactured goods, especially of piece goods. The strong demand from upcountry markets which made itself felt in December has failed to hold, and inquiries have on the whole dropped off during the last fortnight. The hardware bazaar market is at the present time giving evidence of strength, however, and many indents are coming in for Continental and English hardware lines. As a general rule present prices of foreign goods appear to be still too high for Indian bazaars.

The great Bombay cotton industry appears to be in serious difficulties. The ranks of non-dividend-paying mills are increasing in number and several cotton mills are closing down. The high price of raw cotton and the lethargy of the piece goods market are held to be responsible. Unless the cotton situation soon improves, Bombay's prosperity will be seriously affected. On the other side of India, Bengal's leading industries—jute and tea—are in a highly satisfactory condition, as both jute products and tea continue to be in heavy demand abroad at profitable rates. Wheat shipments from Karachi have fallen off, and it is not probable that any considerable movement outward will take place until the present standing crop is harvested March/April/May and an exportable surplus over Indian requirements becomes a certainty. Crop conditions throughout India are reported to be normal.

The Indian money market remains tight, and the general public continues to tie up extraordinarily large amounts of wealth in gold and silver treasure. There is still a lack of confidence in the general political and financial situation.

## INDIA'S MINERAL PRODUCTION IN 1922

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, January 7, 1924.—The report of the Director of the Geological Survey of India on India's mineral production for 1922 has now become available. Coal production during 1922 amounted to 19,011,000 tons—a decrease of 292,000 tons as compared with the previous year. The coal industry in India during the last two years has been suffering from several adverse influences—a shortage of labour owing to bountiful harvests, flooding of mines caused by heavy monsoons, and a shortage of railway carriages for the transport of coal from the mines. As a result the export of Indian coal to Ceylon, the Straits Settlements, and Java, which amounted to over a million tons in 1920, came to an end, and in 1922 over a million tons were imported into Bombay, Karachi, and Rangoon from Natal and the United Kingdom. The average value at the pit's mouth of Indian coal has risen from about \$1.12 per ton in 1912 to about \$2.35 per ton in 1922. India's output per head employed in 1922 was 94 tons as compared with 743 tons in the United States and 143 in the United Kingdom.

The output of iron ore decreased 33 per cent to a total of 625,000 tons in 1922. The Indian iron and steel industry appears to be suffering from increasing Continental competition and local Indian interests are strongly agitating for substantial tariff protection.



Production of manganese ore in 1922 amounted to 474,400 tons as compared with 680,000 tons in 1921. Exports during the year, however, amounted to some 400,000 tons in excess of production and pretty well exhausted the accumulated stocks of previous years. The United Kingdom, France, and Belgium all increased their imports of Indian manganese.

India's output of gold has been steadily decreasing from the maximum of 616,728 ounces reached in 1915. In 1922, 438,015 ounces were produced, chiefly from the Mysore fields. Silver production rose from 3,555,000 ounces in 1921 to 4,244,000 ounces in 1922. Extraction of lead also increased in volume to 39,200 tons during the year. Mica production figures are incomplete, but exports rose from 31,000 cwt. in 1921 to 43,150 cwt. in 1922. The output of copper ore rose from 23,000 tons in 1921 to 30,700 tons in 1922. Salt production increased to a total of 1,654,000 tons in 1922. Petroleum production decreased slightly to a total of 298½ million gallons during 1922. A feature of the year was the development of the Attock field in extreme Northwest India, where production rose from a nominal figure in 1921 to over 7,000,000 gallons in 1922. Burma of course produces the bulk of India's petroleum, although active prospecting is being carried on elsewhere. The output of jadeite from Burma more than doubled to a total of some 7,800 cwt. in 1922-23, valued at some \$600,000. Production of rubies and sapphires increased in volume, but decreased in value to a total of £48,000 in 1922.

## TRADE CONDITIONS IN BARBADOS

TRADE COMMISSIONER E. H. S. FLOOD

Barbados, February 2, 1924.—The statement showing the total revenue derived from Customs for 1923, which has just been compiled, places the figures at £225,042. Of this £24,042 were derived from the surtax imposed during the latter part of 1921 and which is still in force. On comparing the total figures with those of 1921 and 1922, it is found that they exceeded the 1921 figures by £34,553, and the latter by £64,440. The Customs import duty collected for January was £15,761, which is somewhat below the corresponding period for 1922.

The total quantity of flour imported for the past month was 10,492 bags valued at £14,477, of which 7,540 bags were Canadian. Supplies are ample at present. Fish is scarce and is commanding good prices. The demand for pickled herrings is increasing, a large quantity of which is generally transhipped to the other islands for the Lenten season. Demand is slow for potatoes, peas and beans, owing to abundant and cheap local supplies. Oilmeal has been scarce, but arrivals are shortly expected to meet the demand. Pollard is now being regularly supplied from the Argentine, as the laid-down cost is cheaper than the Canadian article. In regard to oats, hay and fodder, the market is fully supplied by recent arrivals from Canada. Demand will now, however, be falling off for hay, owing to the reaping of the sugar cane crop, the cane meat of which is used during the crop season for fodder.

During the past month 16 Canadian saddle and draft horses were imported from Montreal, which have turned out quite satisfactory, and have nearly all been disposed of. This is somewhat of an innovation in recent years. It is understood that the above shipment is one of a series now to be made.

The coming crop of sugar is estimated at 60,000 tons, including unseparated molasses. Reaping operations will not commence in full until late in the present month and the outlook for prices is considered to be good. The molasses crop, it is said, will be less than that of last year, as several estates which have hitherto been manufacturing molasses will be manufacturing sugar instead. The remaining stock of last year's molasses has now been practically disposed of.

## MARKET FOR FOODSTUFFS IN CHINA AND HONG KONG

TRADE COMMISSIONER J. W. ROSS

Shanghai, January 15, 1924.—Although China has from remote times suffered periodically from famine, this has not been due, as in the case of certain European countries, to the inability of the country to produce sufficient food for its people, but has mostly been due to local causes such as floods or droughts in certain districts, lack of transportation to carry food to the famine-afflicted areas, and faulty and obsolete methods of agriculture resulting in a low quantity of production. If China were governed as are most other countries, and assistance and encouragement given to agriculture, there would be little need to import foreign food products. As it is, most of the food imported, with the exception of wheat and flour, is consumed by the foreign population resident in the country.

### WHEAT

During the past three years, on account of droughts and floods in the wheat-growing districts of North China, a considerable quantity of United States and Canadian wheat has been imported into China in order to keep the flour mills already in existence in operation. The quality of wheat so imported has been soft Walla Walla wheat from Washington State, and Nos. 2 and 3 Northern from Western Canada. The latter compares well in appearance and laid-down cost with Chinese No. 1, but is much harder and produces a stronger flour. Canadian wheat is quite satisfactory for mixing purposes with Chinese softer wheat, and as long as a market for wheat exists a fair share of this business should be obtained. A market in China for imported wheat must, however, always depend upon the extent of the China wheat crop, which for the past three years has been much under average. Hong Kong does not import wheat, there being no flour mills in operation in that colony.

### FLOUR

The same causes which have operated to furnish a market for wheat in China have also during the last three years opened the way for large imports of foreign flour into China ports, and Hong Kong. Hong Kong being the distributing point for the smaller South China ports and for Canton, as well as for French Indo-China and other southern markets, it is always a large purchaser of flour. A large portion of the output of Shanghai flour mills finds a market in Hong Kong, and in turn is distributed throughout South China. There are a number of active American operators in Hong Kong, and large imports of American flour are the result. Canadian flour is becoming better known in Hong Kong than formerly, and the statistics will show that in 1923 more was sold than in any former year. Australian flour also finds a considerable market in that colony, but not a great deal reaches Shanghai, where the market is firmly held by the United States and Canada. The quality of flour demanded in China is a low grade. Patent flours are too high-priced for this market.

### CEREALS AND BREAKFAST FOODS

Only a limited demand exists in China for breakfast foods, as they are only consumed by the foreign population. The Chinese have a similar food in the form of congee, a species of rice gruel, which takes the place of other forms of breakfast foods. Rolled oats is the cereal in greatest demand, but other kinds are to be found in the shops, such as grape nuts, corn flakes, Germea,



cream of wheat, etc. Rolled oats for China should be packed in air-tight tins, as during the hot and humid summer, when packed in bags, the food absorbs moisture and becomes mouldy. The usual size is a 2-pound tin, in which the oats are tightly compressed.

#### POTATOES AND ONIONS

British Columbia potatoes and onions are now to be found in the shops during the season. This is a business which has only recently developed with Canada, and is capable of some expansion.

#### APPLES

Canadian fresh apples from British Columbia are now firmly established in the markets of China and Hong Kong, and every autumn a number of carloads are imported. The important question as to how this trade can be extended to the outports, and a larger consumption ensured, is occupying the attention of the writer, and will be referred to at the close of this report. Canadian apples are considered the finest that come into this market. The season for the apple trade in China is rather short, only extending from November to the end of February, after which the fruit loses its firmness and good appearance. Apples packed for shipment to China should not be too large in size. Freight charges being high, apples are never cheap in this market, and large apples containing only a few in a box always appear to be dear. The apples which compete with those from Canada are mostly from Wenatchee, Washington, and Hood River, Oregon. These apples are not so fine in quality as the Canadian, but they are considerably cheaper, and therefore meet with a larger demand.

#### CANNED VEGETABLES AND FRUITS

The consumption of canned vegetables is surprisingly small, and is almost confined to Americans and Canadians. Even English people rarely eat canned vegetables, Continentals practically not at all, and the Chinese never. This is largely due to lack of familiarity with such goods, and how to prepare them. They are also somewhat expensive when compared with the native vegetables, with the result that the demands of the market are never great and would require a very active advertising campaign for a considerable time before any volume of business could be developed. The kinds mostly in demand are tomatoes, corn, and peas.

A much more extensive demand exists for canned fruits than for vegetables. Canned pears, peaches, apricots, plums and cherries all meet with considerable sale, and are consumed by the better class of Chinese as much as by the foreign population. If more extensively advertised, there would appear to be no reason why a much larger demand could not be developed among the Chinese.

#### EVAPORATED VEGETABLES AND FRUITS

There is a small demand for evaporated fruits in China, such as dried apples, peaches and apricots. Prunes also find a fair market. The principal consumers of dried fruits are missionaries in the outports and interior cities. Evaporated vegetables are not in demand.

#### JAMS AND MARMALADE

Jams from Great Britain, France, the United States, Australia, and Canada are to be found in the provision stores of China. Great Britain receives the greater portion of the trade, for the reason that English jams and Scotch marmalades have been on this market for many years. They are attractively

put up, and are usually lower in price than similar goods from other countries. Californian jams are also popular. They are well put up in attractive containers. Australian jams are cheap both in appearance and cost, although the quality is quite good. Australian jams mostly come in 12-ounce tins, which is not an attractive package. These jams are well suited to outport trade, for being in tins there is no breakage. Canadian jams are well regarded in China, but more attention must be given to the package if a large trade is to be expected. Jams and marmalade for the China market should be packed in one-pound glass jars and one-pound sealed tins, the former for the high-class trade and the latter for transportation to outports and the interior. Two- and four-pound tins are not in demand. In packing glass jars of jam for export, much care must be employed, for if one jar should break the contents would probably spread over all the other jars in the box and spoil their appearance.

#### MAPLE SYRUP AND HONEY

Maple syrup put up in tins of the appearance of a log cabin is quite popular and meets with a fair sale. Considerable honey finds a market in China, and comes almost entirely from California. It is nearly all strained honey, and is put up in clear glass jars attractively labeled.

#### SUGAR

China is an importer of sugar to the extent of over Tls. 60,000,000 or \$45,000,000 C.C. annually. All the supplies are obtained from near-by Eastern countries—the Philippines, Formosa and Java.

#### BUTTER

China offers an attractive market for fresh butter, and one that should increase. During the past two years, Canadian butter has become well established in the markets of China and Hong Kong, and the prospects for the coming year are extremely favourable. Canada and Australia hold the butter trade of China between them, but Canadian firms might profitably pay more attention to the tinned product. Australia puts up butter in very attractive 1-lb., 2-lb. and 4-lb. tins. This is a very desirable form of packing for up country and outport trade, particularly in hot weather.

#### CHEESE

Cheese is imported into Shanghai and Hong Kong from England, France, Holland, Italy, Switzerland, the United States and Canada. Canadian and American cheddar and English Stilton have the largest sale, but the several nationalities which are represented in China each have their own preference. Kraft cheese put up in Canada is at present a popular brand. It comes in square bricks of 5 pounds each—a convenient form for cutting. Small cheeses of one-pound each made in Holland, and put up in hermetically sealed tins, are of good quality and very handy. This cheese is found in all the outports. Very large cheeses are not required in China. Popular sizes are: Canadian and American Cheddar, 20 lbs. to 30 lbs.; Stilton, full size, 70 lbs., half size, 40 lbs.

#### CONFECTIONERY AND CHOCOLATES

There is only a fair demand for confectionery and chocolates in China. The masses of the Chinese people prefer their own sweets, which are much cheaper than the imported article. It is only therefore among the better class, or those who have lived abroad, that imported sweets find favour. Hard candies known as boiled goods are now manufactured in the country, and are apparently



quite as good as the imported. Chocolates in fancy boxes for the Christmas trade are being imported in increasing quantities each season. Unfortunately the market for chocolates put up in this manner only lasts during the winter months, for as soon as warm weather comes they become mouldy. Manufacturers expecting to obtain a constant sale of their chocolates the year round must have them packed in air-tight tins, and each piece of chocolate covered with tin foil. Chocolates from England packed in this manner are to be found in all the ports of China, and keep in good condition in all seasons.

#### BISCUITS

There is a fairly large market for biscuits in China, and certain leading brands are to be obtained in all the ports. Biscuits from Great Britain, the United States, Australia and Canada are on sale here, but the great bulk of the trade is held by one well-known English firm, who thoroughly understand the foreign export trade in this particular line, and how to pack their goods in order to keep in all markets. Biscuits for sale in the Far East and all tropical and sub-tropical countries must be packed in air-tight tins, or they will become soft and unsaleable. It is quite probable that China will present an increasing market for biscuits for many years to come; and it is one worth cultivating. The first requisite is proper packing; it is then only necessary to establish a brand, which may take a little time, but when once it is known, a constant demand is reasonably certain.

#### TINNED AND POTTED MEATS

Tinned and potted meats such as tongues, sausage, corned beef, etc., only meet with a small demand, chiefly from travellers and house boat parties.

#### HAMS AND BACON

A quite considerable trade could be done in bacon and hams in the larger centres and outports of China, if some better methods of handling and distribution could be adopted. As it is, there are never sufficient stocks on hand to supply a large demand, and orders cannot wait for the goods to be despatched from home, but should be in store in Shanghai when required. Hams and bacon are cured locally by German butchers, but as they must be prepared from native pork, the foreign residents do not care to use them very freely. Bacon for export should be well cured. The so-called mild cured bacon does not keep well, and is apt to go soft in this climate. Hams should be from 8 to 12 lbs. in size and well cured.

#### SUNDRY FOODS

Pork and beans, ketchup, pickles, sauces and similar articles all meet with a fair demand. Fresh meats, beef, mutton, poultry and game are produced in China in abundance, so that nothing of this kind needs to be imported into China proper, but Hong Kong imports a certain quantity of Australian beef and mutton in a frozen state.

#### FISH

The trade in dry salted herring has now been firmly established between British Columbia and China, and the latter will probably take, as it has this year, the total catch of the British Columbia coast from season to season. This trade has been greatly improved within the past two years since Government regulations respecting curing, packing and inspection came into force. The business having been more standardized, dealers find it profitable to handle this fish, as it no longer suffers from imperfect packing. The market is capable of absorbing about 30,000 tons per annum, which is nearly the total catch.

China does not present a very favourable market for canned salmon. It is too expensive a food for the Chinese, and the foreign population does not consume it to any great extent; in fact no tinned-fish of any kind meets with much demand in these markets.

#### MILK, CONDENSED AND EVAPORATED

China and Hong Kong present a large market for condensed and evaporated milk, and a certain quantity of milk in powdered form. Total imports of these products in 1922 were valued as follows: China ports, \$1,325,585 Canadian currency; Hong Kong, \$1,220,328 Canadian currency. The United States supplied about 50 per cent of this amount to China and about 60 per cent to Hong Kong in the year stated. Australia furnished 25 per cent of the total to Hong Kong, but very little to China. Canada's quota was very small—to Hong Kong \$500 Canadian currency, and to China \$13,000 Canadian currency.

The two qualities of tinned milk—that is, the heavy sweetened milks and evaporated milk—are sold in fairly equal quantities. Powdered milk is steadily increasing in sales in these markets as it becomes better known. As this is a very convenient form of preparing milk for export, and as the quality is apparently quite good, it is very probable that an increasing demand will be experienced as time goes on.

#### HOW TO INCREASE THE SALE OF FOOD PRODUCTS IN CHINA

As in the case of many other lines of goods sold in China, no great effort is every made to push sales of food products. Articles of commerce are rarely brought to the attention of prospective buyers by personal representation. In the case of foodstuffs, if a reliable firm were to establish themselves in Shanghai to whom goods could be consigned by firms in the Dominion, thus ensuring that certain stocks would be always available from which orders could be executed promptly, then far larger sales could be made than is the case at present, for people cannot wait for goods of this class any great length of time. The special lines referred to are hams, bacon, biscuits, fruit, butter, cheese, confectionery, and similar articles. A certain amount of advertising would be necessary to inform the public that such goods could be obtained from stocks carried in Shanghai. After a time a wholesale business of this kind should be in a position to execute orders from any part of China.

#### CEMENT PRODUCTION IN SIAM

The Siam Cement Company recently installed a new plant at Bangkok with machinery obtained from Denmark and is increasing its output to 1,000 barrels of cement a day, says the United States *Commerce Reports*. In the year 1922-23 imports of cement into Siam amounted to 8,466 metric tons, valued at 304,912 ticals (rate of exchange, normal 37 cents, latest 44 cents). While the cement produced so far has been consumed locally, with the new plant the company hopes to produce sufficient for export to neighbouring Asiatic states.



## THE MARKET FOR LUMBER IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

*[Former reports in this series on Tunisia, Algeria, and Morocco have been published as follows: Agricultural Machinery (Nos. 1021 and 1022); Motor Vehicles (No. 1023); Building Materials (No. 1024); Chemicals (No. 1025); Coal (No. 1027); Electrical Equipment (No. 1030); Cereals and Feedstuffs (Nos. 1032 and 1033); Foodstuffs (Nos. 1034 and 1035); Glassware and Earthenware (No. 1036); Furniture (No. 1037); Footwear (No. 1038); Iron and Steel (No. 1039); Kitchenware and Household Furnishings (No. 1040); Hardware (No. 1043); Leather (No. 1045); and Machinery (No. 1046. Tons equal metric tons.]*

Milan, January 18, 1924.—Although none of the North African countries are self-supporting in lumber, yet each is able to care for a part of its individual requirements. Tunisia, for instance, has about  $2\frac{3}{4}$  million acres of forests, i.e. about 11 per cent of the country's productive area is wooded. The leading products of the Tunisian forests for the year 1920 amounted to 29,000 cubic metres of firewood, 1,400 tons of tanning bark, 10,000 linear metres of poles and pit-props, 4,500 tons of cork, and some 250 cubic metres of wood for industrial purposes, which was mostly used in the making of carriage wheels. Altogether the cut represented a forest income for that year of nearly 2 million francs. Apart from telephone and telegraph poles and pit-props, Tunisian requirements must be almost entirely imported.

The forests of Algeria, on the other hand, spread over about 3 million hectares, or about one-twentieth of the colony's total area. By far the most important forest product of Algeria, however, is cork. This Mediterranean country furnishes about a sixth of the world's annual cork requirements. "Virgin" cork, cork planks, cork manufactures and cork waste are exported, the United States being the biggest buyer of these Algerian products, taking in 1921 about a third of the 19,000 tons exported. Next to the cork trees in economic value comes the Aleppo pine, from which turpentine and colophony are obtained, and of which the wood is used for the making of box shooks, telegraph poles, vine supports and pit-props. Its bark is also used by the natives as a tanning substance. From the evergreen and other oaks tanning materials are obtained. The oaks, the cedars, and the pines also furnish railway sleepers to Algeria, and the first-mentioned trees have been proven to give a tie lasting from seven to eight years, or if creosoted, some fifteen years. For pit-props not only is the pine wood used, but also the evergreen oak, the thuya and the juniper tree, while constructional lumber is supplied chiefly by the pine and the cedar. Wheelwrights' handicraft is produced from the oak, the olive, the carab and mulberry woods, and in the local manufacture of furniture the Algerians to some extent employ the pistachio lumber of the Atlas mountains, together with the native cedar and walnut. The pines growing along the coast are used also in the making of woodblock paving. Constructional lumber, however, is mainly imported from abroad, and amounted to 46,000 metric tons in 1921.

Owing to the unpacified condition of Morocco, it has not yet been possible to explore all the forests of this country, and to form even an approximate estimate of its total resources in different kinds of lumber and trees of commercial value. A conservative estimate places the forest area of French Morocco at about  $1\frac{1}{2}$  million hectares, only some 300,000 hectares of which have begun to be exploited. The forest products of Morocco include cork, firewood, charcoal, tanning extracts, sandarac gum, poles, railway sleepers, and a small amount of constructional timber. In 1920 the total forest receipts in French Morocco were valued at  $2\frac{1}{2}$  million francs.

## LUMBER IMPORTS

Although the trade returns in the three countries are not in each case uniform, an endeavour has been made in the following statistics to correlate them so far as possible for the year 1920-21.

Items	Tunisia (1921) Metric Tons	Algeria (1921) Metric Tons	Morocco (1920) Metric Tons
Oak sleepers, roughly sawn, and sawn oak . . . . .	7,817	5,130	3,158
Railway sleepers of other lumber . . . . .	66	5,445	....
Constructional lumber of all kinds (excluding oak) either roughly sawn or cut up into beams, scantlings, battens, planks, deals, etc. . . . .	23,899	35,557	38,911
Walnut, squared or sawn . . . . .	459	432	11
Oak and other staves . . . . .	529	6,792	....
Box shooks . . . . .	31	765	....
Hoops . . . . .	28	1,737	....
Paving blocks . . . . .	....	32	....
Cabinet woods, excluding walnut . . . . .	29	436	36
Wheelwrights' lumber . . . . .	....	....	577
Wood straw . . . . .	....	184	88

## CHARACTER OF IMPORTS

It is obvious from the foregoing figures that the great bulk of these North African imports consist of constructional lumber, and it is in this kind of supply that Canada should have the greatest opportunity to sell direct in these markets. Oak sleepers do not so much interest Canada, and in any case it is customary to revert to France for repeat orders. Other railway ties come into Algeria, but the country of purchase, if not always of origin, is France. The oak stave trade of Tunisia, and more especially of Algeria, in view of the wine output, is important, but although Italy, Czecho-Slovakia, and Spain contribute to these imports, the business is well established with the United States and hardly likely to attract Canadian exporters. The box-shook trade, moreover, of Tunisia and Algeria in connection with the packing of dates is pretty well concentrated in French hands, while cooperage hoops are either purchased in France or Italy by both countries.

Cabinet woods, including walnut, come mostly from the Southern United States or are re-exported from France after having been imported from the Mid-Western States or from the French colonies. The demand for paving blocks is but small and confined to Algeria, which France has marked out as its own special export domain for the limited business existing. Telegraph and telephone poles and mining lumber are to a large extent obtained locally. There is practically no shipbuilding industry, nor are aeroplanes manufactured locally.

## SOURCES OF ORIGIN

The North African market narrows down principally to constructional lumber. In this trade there are several countries, including the United States and countries in the European lumber-producing areas, which compete in this trade. North America suffers from the handicap of distance, and coupled with this is the at least temporary cheapness of the Italian lira, the Roumanian lei, the French franc, the Czecho-Slovakian krone, the Finnish mark and other Baltic currencies. Scandinavian exports, even if handicapped with a higher exchange, are on the other hand facilitated by geographical position. The United States, however, has been able to face the competition of near-by countries, and in 1921 American lumber exports to Algeria amounted to 4,557 tons of constructional timber, second only to the imports from France in the same category; these facts should be particularly significant to Canadian exporters. More recently American lumber exports to North Africa have fallen off, and this decline may be mainly attributed to the dearth of the dollar



exchange as compared with the depreciated European currencies. To sum up then, it would seem that so long as transatlantic prices on account of exchange conditions work out more highly for constructional lumber, North Africa will pass the bulk of her orders to Jugo-Slavia, Roumania, Austria, Czecho-Slovakia, Finland and Baltic countries, not because the lumber there obtained is more suitable, but because price considerations will largely determine sales. From the longer perspective, however, it would appear that both the Scandinavian and transatlantic lumber trade will eventually reassert itself at the expense of present low-currency countries.

#### LARGE AND SMALL CONSTRUCTIONAL TIMBERS

The constructional lumber business of North Africa may be roughly classified as follows: (1) rough lumber consisting mostly of rough hewn logs, round poles and roughly sawn wood for general construction purposes; and (2) squared and sawn lumber consisting of beams, scantlings, planks, deals, and boards for house construction, framing, doors, interior house finishing and other uses. The second category accounts for the major part of the imports, which in Algeria, for example, were ten times the amount of the lumber imported in the first category, while in Morocco the ratio of the second class was still larger. For house construction, beams, rafters and scantlings, etc., are made in various sizes to suit particular requirements. Many of these are imported in the round form. A variety of woods is used, but principally French, Czecho-Slovakian and Jugo-Slavian white pine and fir, French oak, the red pine of Scandinavia and the Baltic, and the yellow pine and the pitch-pine of the United States. The largest beams run from 15 by 15 cm. up to 35 by 35 cm. in cross sections, while small dimension stock ranges from 60 by 60 mm. up to 12 by 12 cm. and 14 by 16 cm. The various sizes are usually 15/15, 18/18, 20/20, 22/22, 25/25, 28/28, 30/30, 35/35 cm. in length of 4 metres up. Beams as imported into Northern Africa may be roughly divided into two qualities—the rough-hewn, more or less tapered, with waney edges on two or even more corners and with more or less knots and defects, and secondly, the fully square beam, straight and well trimmed, with no waney edges and generally free from the ordinary defects. In many cases one end of these beams will be square, whereas the other end will be rounded or entirely round, and in some of the colonist houses far away in the interior the roughest forms of beams and scantlings are admitted.

#### SMALLER CONSTRUCTIONAL LUMBER

The smaller timbers make up the heaviest imports of lumber, and include the class of material, aside from beams, scantlings and rafters, etc., used in general construction. A large part of these deals, planks and boards are 4 metres long, the favourite length of Continental lumber, and as a matter of fact the Arabs virtually insist on this dimension. Longer boards are also imported cut in 4½, 5, 5½, 6 and up to 8 and 10 metres. The principal size in cross section of this imported sawn lumber is 8 by 22 cm., although other sizes are brought in, such as 11 mm./8 cm., 15 mm./13 cm., 20 mm./16 cm., 25 mm./21 cm., 30 mm./21 cm., 35 mm./26 cm., 40 mm./26 cm., 50 mm./28 cm., 80 mm./38 cm. More or less latitude is allowed in the matter of dimensions. Mediterranean, Balkan, Scandinavian and American pine, spruce and fir provide for the bulk of these imports. Sometimes the lumber will be square edged on one end and waney running to almost a slab on the other, although local lumber merchants are much more particular about the imported quality than they are about the domestic lumber produced from the native forests. Even two cities in the same country will demand different shaped deals and planks, as is the case at Sfax and Tunis in Tunisia. In the former city deals and planks to sell well should have rounded ends, while at Tunis the ends should be sawn square.

From the point of view of the market it would seem that Morocco holds out the most important openings for Canadian constructional timber. Not only is Casablanca nearer our shipping points than either Algerian or Tunisian harbours, but Morocco is a newer country than the others. The French are not slow in grasping the significance of westernizing influences in their zone, and there are many evidences throughout Morocco of the intention of the protecting country to make the Protectorate increasingly more like a modern state. In this development work, lumber will continue to be required to build the solid and impressive structures of Casablanca, Rabat—the capital—and other towns and cities. Public works and improvements apart from houses will also demand constructional lumber, and on the whole the French Moroccan lumber trade, with its much smaller Spanish and Tangier counterparts, warrants further Canadian attention. The older established Algerian and Tunisian markets should also make certain claims on Canadian lumber exporters, especially when exchange becomes more normal, in view of the fairly large shipments in the past of American lumber to these North African countries, and because some of our Canadian lumber has been tried out there and found highly acceptable. The writer in interviewing one of the largest lumber importers of the North African coast found that in 1920 some 700 standards of Canadian spruce had been laid down at Tunis, and that its strength and quality had been greatly appreciated. Unfortunately owing to a drop in prices after arrival, and a refusal of intending buyers to take up their quota, this firm lost a very considerable amount of money on the order, but was not pessimistic on this account about the success of future shipments. The one condition this importing house stipulated was that exchange must permit a competitive c.i.f. quotation, otherwise the present channels of trade would hardly be altered in favour of Canada. On the quality of the lumber supplied, it was stated that Canada was easily to the fore. It would be advisable therefore to keep in touch with the trend of the North African constructional lumber trade.

#### EGG BOX AND SHOOK TRADE

Apart from the box-shook trade of Algeria, which is principally associated with the packing of dates and citrus fruits, and which is largely supplied by France, Sweden, and Roumania, amounting altogether to 765 tons in 1921, and apart from the much smaller similar trade in Tunisia of 31 tons in the same year, apportioned between France and Italy, there is the egg-box trade of Morocco which deserves consideration. In 1920 this country shipped 4,759 tons of eggs to France, England, Spain, and other countries. In case Canadian manufacturers of box shoos might become interested in what is after all an East Atlantic and not a Mediterranean business, the trade being centred at Casablanca, the writer took pains to secure the egg-box specifications, which are as follows: 16 boards, 12 of which have the same dimensions, i.e. 1.65 metre in length, 10 cm. in width, 1 cm. in thickness. Four of these 12 form the bottom, another four the top, while each side with two boards uses up the remaining four of the dozen. There is a space of 2 cm. between each of these boards. Over and above this dozen there are still four boards, to complete the sixteen, and these four have the similar dimensions of 48 cm. length by 22 cm. wide by 18 mm. thick. Two of these four boards form the ends of the box, while the other two are placed together in the middle of the box, parallel to the ends and vertical to the bottom, thereby supporting the middle of the box in the same way as the other two support the extremes. These boxes of sixteen boards are shipped in a k.d.s. and wired in bundles. Scandinavia, France, and Austria are the customary sources of supply for this typical box of the Moroccan egg trade, which is usually made of spruce or pine.



In this connection it is important to point out another Canadian trade opening in Morocco. Moroccan eggs are packed for export with wood fibre, now derived principally from France, Spain, and Sweden. This fibre, 5 mm. wide, is made of soft white pine, kiln-dried and hydraulically pressed. It is shipped to Morocco in bundles of 50 and 100 kilos, tied by an iron wire, which encircles the bundle in two strands, the bundle itself being battened at the corners. Some 88 tons of this product were imported during 1920.

#### CONCLUSION

In concluding it may be stated that the writer, after careful investigation into the North African lumber market, did not form the impression that a Canadian trade offensive at present would be likely to oust our competitors from these countries to any appreciable extent. Moreover, American lumber sales have not latterly been so important in these parts as at one time some few years ago. Exchange at date of writing is even more against us now than last year when the writer visited Northern Africa. Despite these handicaps, a vital interest in the market would at least net some returns, and Eastern Canada at any rate could most probably compete with Scandinavian and American timbers. For construction purposes there is almost bound to be quite a heavy importation from these points, and it is in this trade that Canadian firms could most satisfactorily come to grips with the North African business which is offering. It would also be of interest, according to importers, to try out some cabinet hard woods, even though there exists an established trade in the walnut, the oak and the beech of France and Austria, in the walnut wood of the southern states and Central America, and in the mahogany of Africa and Central America.

Local production also allows some foreign business to be carried on in ordinary carpentry woods, in mining supplies, and railway sleepers, while the fact that other exporting countries control the present box-shook trade is not necessarily discouraging, and the egg-box and wood-fibre trade of Morocco should particularly be kept in mind. In cooperage stock Canadian firms are unlikely to interest the wine merchants of Algeria, nor is the demand for paving blocks appreciable. On the whole, therefore, emphasis can be most wisely placed on constructional lumber.

### CANADIAN APPLES IN ITALY

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, January 24, 1924.—During the year 1923 Italy's apple production amounted to 600,000 quintals. The crop in the new provinces of Trentino and Tyrol was much below normal in yield, while an abundant production was obtained from Piedmont. About 50 per cent of the apples grown in the provinces of Trentino and Tyrol are exported to the United Kingdom, Sweden, and Norway. Prior to the war, considerable quantities of apples were imported into Italy from Switzerland, but at present exchange conditions preclude the possibility of a profitable resumption of this trade.

Statistical data concerning Italy's importation of apples is not available, apple imports being included under the heading "Fresh Fruits, not otherwise specified." Imports under this heading during the period January-September, 1923, amounted to 52,000 quintals valued at lire 4,176,256. Some 97,000 quintals of apples were exported from Italy during the first nine months of last year.

In pre-war years Californian and Australian apples were imported as "specialties," and such varieties as "wine apples" and "winter apples" were well known. These were shipped in boxes, each apple being wrapped in thin paper, and it is in high-class fruit that the best prospect is offered for Canadian shipments.

Dealers interviewed expressed the belief that good prices would readily be paid for carefully selected and attractively packed Canadian "specialty" apples, and the names of the principal Italian importers may be obtained by interested Canadian exporters upon application to the Director, Commercial Intelligence Service, Ottawa (file No. 26348).

The October to March season would be the best time for Canadian apple exporters to endeavour to secure a foothold in Italy.

The rate of customs import duty levied upon fresh apples entering Italy is 1 lire (gold) per quintal (220 pounds). There are no restrictions whatsoever concerning the importation of apples into Italy. Canadian apples for the Italian market should be carefully packed in boxes of preferably 40-cm. width, 60-cm. length, and 30-cm. depth.

Italian fruit importers work largely on a commission basis, and this system is claimed to work out most profitably for both parties, as the commission inducement prompts the agent to secure highest possible prices.

## DEMAND FOR RAILWAY MATERIAL IN ARGENTINA

TRADE COMMISSIONER E. L. McCOLL

Buenos Aires, January 16, 1924.—There are approximately 24,000 miles of railway throughout Argentina, of which 4,500 are owned and controlled by the federal or state governments, 17,800 miles are operated by British companies whose head offices are in London, and 1,700 miles are owned by French and national companies. The state railways, as well as a few others including the Cordoba Central—1,200-mile British-owned railway—employ a 1-metre gauge track, while all the other British lines use the 5-foot 6-inch gauge.

The building of railways in Argentina may be said to have commenced with the Government decree of April 2, 1855, which authorized W. Wheelwright to build a line between Rosario and Cordoba, a distance of 245 miles. This line, which constitutes the Central Argentine Railway, has grown from the mileage mentioned in the original concession to the 3,305 which constitute the present length of the system. In 1916 some 17 miles of the suburban section of this railway were electrified, since when it has been operated without a serious hitch or accident of any kind. The system "multiple unit" with third rail and 800 volts direct current is used. As some years elapsed between the decree of 1855 and the time when the building of the Central Argentine Railway was commenced, the Buenos Aires Western Railway claims to be the oldest line in the country, having been commenced in 1857, and owned by the Government until July 1, 1890, when it was purchased by the Buenos Aires Western Railway. A portion of this line is now electrified.

The Buenos Aires and Pacific Railway owns 3,324 miles of trackage and operates under lease an additional 2,106, making a total of 5,430, while the Buenos Aires Great Southern and the Central Argentine possess 3,889 and 3,385 miles respectively. Two other important British owned railways are the Buenos Aires Western with 1,882 miles, and the Cordoba Central, which owns 1,205 miles of 1-metre gauge trackage. The complete railway system of Argentina employs 3,300 locomotives, 3,700 passenger coaches, and 69,000 freight cars. Over 80 per cent of this rolling stock belongs to British lines.

The writer visited the leading officials as well as the stores departments and machine shops of the principal railways and found everywhere a very keen desire to learn about Canadian products. All concerned were anxious to receive catalogues and prices from Canadian manufacturers of railway material, and the writer is convinced that if manufacturers will accede to this request, none of the offers they make will be overlooked, but on the contrary will be carefully considered.



During the last eight years railway expansion has not kept pace with national requirements, owing in the first place to the war, and in the second place to the world depression of the three following years, of which Argentina has had her due share. At the present moment trade is reviving, and there is great difficulty in keeping up with the demands made by agricultural and industrial products upon the existing rolling stock. Extension of trackage even in thickly populated areas is much needed, as the farmer is too dependent upon good weather and consequent good roads for transporting his produce by wagon over long distances to railhead. These difficulties must be remedied by increasing the offshoots from the main line into the interior, and in fact during these last few years, when building conditions have been difficult, a considerable area has been cheaply yet not inefficiently served by laying narrow-gauge tracks as feeders to the wide-gauge trunk lines. For this purpose the regular worn-out heavy rail has been used to a very great extent, influenced perhaps by the fact that there is a very limited local market for scrap steel, and new rails, even if they are of light weight, are very costly. There is, in fact, a general desire that conditions, which had perforce to be endured during the last few years, should no longer be tolerated, and this feeling has resulted in a proposed appropriation by the Government of the equivalent of one hundred million dollars (Canadian), to be spread over a number of years, for various extensions of the national lines, and a bill for the provision of this sum will be presented to Congress at its next session, which commences in May. As it is very doubtful if the Minister of Finance, in spite of his heroic efforts, will be able to balance this year's budget, there is considerable doubt as to whether or not much of this appropriation will be available in the near future. However that may be, the bill reflects the desire of the Government to meet the needs of the country in railway extension.

The British-owned railways in Argentina have succeeded much better than the national lines in keeping up their equipment. The rolling stock and machine and locomotive shops are in perfect running order, and the efficient management is also reflected in the splendid discipline of the employees. In order that Canadian manufacturers may obtain an idea of the magnitude of the market offered, the following statistics regarding the British-owned railways are submitted:—

Railway Company	Miles of Track	No. of Locomotives	Passenger Coaches	Freight Cars
Central Argentine Railway, Ltd. . . . .	3,305	695	923	18,573
Buenos Aires & Pacific Railway Co. Ltd. . .	3,428	717	412	11,081
Cordoba Central Railway Co. Ltd. . . . .	1,206	315	352	6,620
Buenos Aires Western Railway Ltd. . . . .	1,882	376	436	7,731
Buenos Aires Great Southern Rly. Co. Ltd.	3,947	684	1,129	13,465

Railway Company	Value of General Stores	Gross Receipts	Net Receipts	
		1922-23	1921-22	1922-23
Central Argentine Railway, Ltd. . . . .	£2,298,847	\$10,655,819	\$2,052,611	\$3,455,055
Buenos Aires & Pacific Railway Co. Ltd.	1,263,461	8,672,234	2,146,604	3,186,426
Cordoba Central Railway Co. Ltd. . . . .	608,123	3,071,699	390,087	787,306
Buenos Aires Western Railway Ltd. . . . .	1,877,659	4,643,182	871,967	1,570,265
Buenos Aires Great Southern Rly. Co. Ltd.	2,077,341	9,586,880	2,160,273	3,643,913

The five companies, it will be seen, hold, in stock and en route, a little over eight million pounds sterling worth of general stores. These stores embrace an enormous variety of products, but principally hardware. Wheelbarrows, lead freight car seals, velocipedes for the railway track with rubber-lined wheels, babbitt metals and many other articles are imported from the United States, while varnishes, brushes, files, saws, bolts, corrugated iron, upright boilers, locomotives, asbestos packing, rope, tool handles, and edge tools come principally from Great Britain. Railway engineers and stores superintendents are always on the look-out for improved machinery, tools, and mechanical devices. Inquiries

were made as to whether Canada could supply a ditch digger, a grass cutter, and a machine for tamping the ballast between the railway ties, the latter to work by electricity. All these machines, which are for the upkeep of the line, must work from a flat car. An article which should find a ready sale is a portable packing-case elevator for use in warehouses for raising packages from the floor to the top of the pile. Large quantities of cement are used, one company having a standing order with its head office in London for 1,000 barrels per month, not including especially large undertakings such as bridges.

#### BUYING METHODS

All purchases for the British railways are made by the head offices in England, so that Canadian firms must approach these companies from London. General managers, chief engineers and stores superintendents in Buenos Aires should, however, be made acquainted with the products which Canadian firms have to offer, as in a great many cases the Buenos Aires management specifies the manufacturer when indenting on the London office. Canadian producers of railway material should send catalogues and price lists of their products to the managements of all British-Argentina railways, both at Buenos Aires and London, and as far as the former are concerned, the writer is assured that all particulars sent will receive very careful consideration. Canadian manufacturers cannot sell direct to the national lines; only through an agent who, being on the ground, is naturally well acquainted with the methods of payment, customs and formalities which Government departments require.

#### SHIPMENTS

As Canadian trade with South America keeps growing, direct shipping facilities between Canadian and South American ports will increase. Canada cannot be on an even competitive basis with other countries until her exporters have the same transport facilities as those afforded the manufacturers of other countries. Canadian trade with Brazil and Argentina has doubled during the last twelve months, and has now roughly per annum a value of two million dollars for the former and six million dollars for the latter. All Canadian shippers, however, do not forward their products by way of Canadian vessels, as only sufficient cargo offers to allow a monthly service to Buenos Aires, and an occasional call at Santos, Brazil. One British shipping company is doing its best to maintain a Canada-South American service. It is of vital importance that Canadian exporters should do their utmost to ship from Montreal St. John or Halifax in order to build up a direct service from Canadian ports, so that they can obtain frequent and cheap shipments to what is one of the best of the world's markets.

A list of the important railways operating in Argentina, with head office addresses, can be obtained on application to the Director, Commercial Intelligence Service, Ottawa (quoting file No. T.C.-5-104.)

#### WORLD'S RECORD FOR DAILY OUTPUT OF COAL

It is claimed that a recent day's output of coal from the Pelaw Main Colliery, at Newcastle, New South Wales, has established a world's record with an output for the day of 3,075 tons, the previous known record having been that of an English mine, when 2,920 tons were raised. The Pelaw main seam of coal is 26 feet thick, without a band of inferior material and of the most excellent quality.



**COMMERCIAL CONDITIONS IN MEXICO**

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, February 1, 1924.—At the beginning of 1924, commercial conditions in Mexico continued to be unfavourably affected by the uprisings which had taken place in the states of Veracruz and Jalisco, and which have been referred to in a previous report. These political movements have naturally affected the business and financial interests of the country, and have at least temporarily halted the progress which has been made during the past three years.

So far as the foreign trade of Mexico is concerned, the closing of the port of Veracruz to traffic with the principal consuming centres has reduced the opportunities of both export and import business. Many importers have found it impossible to obtain possession of their merchandise, which in many cases had been paid for before delivery, and this has led to a scarcity of ready money, and an unwillingness to make further purchases for which funds are not immediately available. At the same time, few actual losses of merchandise are reported, all goods received at Veracruz being properly protected and stored in the warehouses, subject to the orders of the consignees or their representatives.

This situation is reflected in the condition of the retail trade. Sales have fallen off to the extent of probably 50 per cent. Orders are confined to immediate necessities, and collections are reported to be difficult. There has been a rise in the price of foodstuffs, but efforts are being made by the government to control this factor, and it has not yet assumed proportions which may be regarded as serious.

In the meantime, the banking situation may be regarded as sound. While the principal financial institutions are restricting their operations in accordance with the needs of the moment, loans are still being made on proper security to selected applicants. Deposits, which recently tended to increase, now remain stationary, with a possible inclination to a decrease in some instances. Reserves, however, are being strengthened with a view to future possible contingencies.

Manufacturing industries are suffering from lack of orders, combined with high prices of raw material; this condition is principally evident in the textile industry, sales having practically ceased for the moment; at the same time, the factories still continue in operation, it being considered desirable to keep the workmen in employment rather than create difficulties by their dismissal. Other important manufacturing industries, such as boots and shoes, metals, etc., continue production, though on a somewhat reduced scale.

The mining industry has not suffered from recent events to the extent that might have been anticipated, the disturbances having taken place in parts of the country which are not dependent upon mineral production for their prosperity. In the state of Guerrero, however, and to a lesser extent in Oaxaca, a decrease in production has taken place; mines in other places are working under handicaps which are mostly traceable to the difficulties of transportation. It may be confidently anticipated, however, that the mineral production for 1923 will show a large increase over that of the previous year. On the other hand, both production and export of oil continue to decrease.

Trade returns which are available to the end of 1923, compiled by the Dominion Bureau of Statistics, indicate a considerable decrease in the imports of the Dominion from Mexico, but an increase of about 12 per cent in the exports as compared with the previous year. The figures are as follows:—

	Imports into Canada	Exports from Canada
1921 .....	\$3,451,091	\$ 858,058
1922 .....	4,466,486	3,141,692
1923 .....	2,794,599	3,503,369

# PERUVIAN TARIFF DISTRIBUTED

Copies in English and in French of the customs tariff of Peru, which came into force on July 1, 1923, have been received by the Department of Trade and Commerce from the International Bureau for the Publication of Customs Tariffs at Brussels, and distributed to such Canadian customs houses, boards of trade and associations of a similar kind in Canada as are on the mailing list to receive publications of the Tariff Bureau at Brussels.

# AUSTRALIAN PATENTS, TRADE MARKS, AND DESIGNS LAWS

An article by Mr. C. Hartlett, office of the Canadian Trade Commissioner, Melbourne, giving information with regard to the registration of patents, trade marks, and designs in Australia, which appeared some time ago in the *Commercial Intelligence Journal*, has been reprinted in leaflet form. Copies of the leaflet, while the supply lasts, may be obtained by Canadian exporters and others interested in the subject on application to the Director, Commercial Intelligence Service, Ottawa.

# DIRECT EXCHANGE OF PARCEL POST WITH DENMARK

A direct exchange of parcels by post has been arranged between Canada and Denmark. This will be in addition to the parcel post route via England. Direct parcel mails from Canada will be made up at Montreal, P.Q., during the summer season and St. John, N.B., during the winter. The first directed despatch will be forwarded by the ss. *Virginia* on the 2nd March proximo. The rates of postage on parcels posted in Canada for transmission by this direct route will be as follows:—

1 lb. . . . .	29c.	7 " . . . . .	78c.
2 lbs. . . . .	35c.	8 " . . . . .	84c.
3 " . . . . .	41c.	9 " . . . . .	90c.
4 " . . . . .	60c.	7 lbs. . . . .	78c.
5 " . . . . .	66c.	10 " . . . . .	96c.
6 " . . . . .	72c.	11 " . . . . .	\$1.02

The regulations as to packing, customs declarations, prohibited articles, etc., will be the same as for parcels for Denmark sent via England.

While the charges for the conveyance of parcels by the direct service are lower than for the service via England, the frequency of the direct service is less and the choice of the route should be left to the sender. Persons wishing to forward parcels by the direct route should bear this in mind.

# CANADIAN PACIFIC STEAMSHIPS SAILINGS TO THE FAR EAST

Mr. G. C. Dew, Asiatic Freight Agent of the Canadian Pacific Steamships, Limited, writes under date February 12, 1924, that it has been arranged to send in future the steamships *Empress of Russia* and *Empress of Asia* into Shanghai instead of discharging at Woosung. This will be of great assistance to the shippers of refrigerated cargoes, as it will enable the consignees to use the ships direct from Vancouver without any difficulty. They have hitherto discharged refrigerator shipments into lighters at Woosung, but it will be more satisfactory to discharge direct at Shanghai.



Mr. E. H. S. Flood, Trade Commissioner in Barbados, has forwarded copy of Customs Duties Ordinance for British Guiana assented to December 29, 1923, taking effect as from November 22, 1923, and continuing in force until December 31, 1924. The new ordinance had placed motor vehicles manufactured in the United Kingdom in the duty free list, but Mr. Flood advises that this has been disallowed by the Secretary of State for the Colonies. Thus the duty remains 16½ per cent ad valorem preferential tariff and 33½ per cent general tariff.

In arriving at the value of goods subject to ad valorem duty when such goods are imported from countries with depreciated currencies (to be notified by proclamation by the Governor), it is now provided that the value of such goods shall be calculated in sterling according to the value of goods of similar character imported from other countries. There was a similar provision in the former tariff, but applicable only to goods of German origin or manufacture.

	<i>With mails for</i>	<i>Steamer</i>	<i>Sailing from</i>	<i>Date</i>
Great Britain and Countries via Great Britain.		<i>Antonia</i> .. . . .	Halifax .. . . .	Mar. 3
" " "	" " "	† <i>Stuttgart</i> .. . . .	New York .. . . .	Mar. 4
" " "	" " "	- <i>Metagama</i> .. . . .	St. John .. . . .	Mar. 7
" " "	" " "	- <i>Marloch</i> .. . . .	St. John .. . . .	Mar. 8
" " "	" " "	† <i>Berenqaria</i> .. . . .	New York .. . . .	Mar. 8
" " "	" " "	† <i>Paris</i> .. . . .	New York.. . . .	Mar. 12
" " "	" " "	- <i>Montrose</i> .. . . .	St. John .. . . .	Mar. 14
" " "	" " "	† <i>Aquitania</i> .. . . .	New York.. . . .	Mar. 15
Denmark .. . . .		* <i>Virginia</i> .. . . .	St. John .. . . .	Mar. 2
Germany .. . . .		* <i>Balfour</i> .. . . .	St. John .. . . .	Mar. 8
" .. . . .		* <i>Grey County</i> .. . . .	St. John .. . . .	Mar. 9
Bermuda, Leeward Islands, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, British Guiana, Venezuela.		<i>Chignecto</i> .. . . .	Halifax .. . . .	Mar. 14
St. Kitts, Antigua, Barbados, Trinidad, British Guiana .. . . .		* <i>Canadian Squatter</i> .. . . .	Halifax .. . . .	Mar. 7
Bermuda, Bahamas, Jamaica, Colombia, British Honduras .. . . .		* <i>Canadian Fisher</i> .. . . .	Halifax .. . . .	Mar. 13
Barbados, Trinidad, British Guiana.. . . .		* <i>Borden</i> .. . . .	St. John .. . . .	Mar. 13
Jamaica and Colombia .. . . .		* <i>Caledonia</i> .. . . .	Halifax .. . . .	Mar. 12
China and Japan .. . . .		<i>Empress of Russia</i> .. . . .	Vancouver .. . . .	Mar. 6
" " .. . . .		<i>President Jackson</i> .. . . .	Victoria .. . . .	Mar. 9
Japan only .. . . .		<i>Alabama Maru</i> .. . . .	Victoria .. . . .	Mar. 10
China and Japan .. . . .		<i>Tyndareus</i> .. . . .	Victoria .. . . .	Mar. 13
Australia only .. . . .		<i>Sonoma</i> .. . . .	San Francisco .. . . .	Mar. 4
Australia and New Zealand .. . . .		<i>Makura</i> .. . . .	Vancouver .. . . .	Mar. 7
Australia and New Zealand .. . . .		<i>Tahiti</i> .. . . .	San Francisco .. . . .	Mar. 28

The *Antonia* will also be used for direct mail for the Continent including direct Parcel Post to France.

## INTERNATIONAL UNION FOR THE PROTECTION OF INDUSTRIAL PROPERTY

With reference to the article in the *Commercial Intelligence Journal* of October 13, 1923, page 582, announcing the adherence of Canada to the International Union for the Protection of Industrial Property, first formed at Paris on March 20, 1883, Mr. P. E. Ritchie, Registrar of Copyrights and Trade Marks, furnishes an up-to-date list of the countries now included in this Union. The countries are as follows: Germany, Austria, Belgium, Brazil, Bulgaria, Cuba, Denmark and the Faroe Islands, Danzig (Free City), Dominican Republic, Spain, Esthonia, United States of America, Finland, France, Algeria, and colonies; Great Britain, Australia, Canada, Ceylon, New Zealand, Trinidad and Tobago; Hungary, Italy, Japan, Luxemburg, Morocco (except the Spanish Zone), Mexico, Norway; Netherlands, Dutch East Indies, Surinam and Curacao; Poland, Portugal with the Azores and Madeira; Roumania, Serbia-Croatia-Slovenia, Sweden, Switzerland, Czecho-Slovakia, and Tunis. The countries included in the Union represent a total population of about 704 millions. The list is compiled from the monthly organ of the International Office of the Union dated January 31, 1924.

## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING FEBRUARY 18, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 18, 1924. Those for the week ending February 11, 1924, are also given for the sake of comparison.

	Parity		Week ending Feb. 11, 1924.	Week ending Feb. 18, 1924.
Britain .. . . . . . £	1.00	\$4.86	\$4.4371	\$4.4187
France .. . . . . . Fr.	1.	.193	.0468	.0428
Italy .. . . . . . Lire.	1.	.193	.0450	.0420
Holland .. . . . . . Florin.	1.	.402	.3854	.3842
Belgium .. . . . . . Fr.	1.	.193	.0410	.0367
Spain .. . . . . . Pes.	1.	.193	.1313	.1310
Portugal .. . . . . . Esc.	1.	1.08	.0334	.0334
Switzerland .. . . . . . Fr.	1.	.193	.1792	.1786
Germany .. . . . . . Mk.	1.	.238	.....	.....
Greece .. . . . . . Dr.	1.	.193	.0206	.0183
Norway .. . . . . . Kr.	1.	.268	.1382	.1361
Sweden .. . . . . . Kr.	1.	.268	.2702	.2684
Denmark .. . . . . . Kr.	1.	.268	.1658	.1618
Japan .. . . . . . Yen	1.	.498	.4753	.4765
India .. . . . . . R.	1.	2s.	.3182	.3155
United States .. . . . . \$	1.	\$1.00	1.0306	1.0304
Mexico .. . . . . . \$	1.	.498	.4999	.4933
Argentina .. . . . . . Pes.	1.	.424	.3439	.3426
Brazil .. . . . . . Mil.	1.	.324	.1262	.1262
Roumania .. . . . . . Lei	1.	.198	.....	.....
Jamaica .. . . . . . f	1.	4.86	4.4561	4.4361
British Guiana .. . . . \$	1.	1.	} .9082—.9378	} .9042—.9338
Barbados .. . . . . \$	1.	1.		
Trinidad .. . . . . \$	1.	1.		
Dominica .. . . . . \$	1.	1.		
Grenada .. . . . . \$	1.	1.		
St. Kitts .. . . . . \$	1.	1.		
St. Lucia .. . . . . \$	1.	1.		
St. Vincent .. . . . \$	1.	1.		
Tobago .. . . . . \$	1.	1.		
Shanghai, China .. . . . Tael	1.	.708	.7667	.7496
Batavia, Java .. . . . Guilder	1.	.402	.3709	.3709
Singapore, Straits Settlements .. \$	1.	.567	.5230	.5251



## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

195. FLOUR.—A firm of millers in Aberdeen, Scotland, desire to import good quality Manitoban flour.

196. HARD WHEAT FLOUR.—A concern in Amsterdam are desirous of establishing connections with Canadian exporters of hard wheat flours of uniform quality.

197. FLOUR.—Commission agents would be glad to get into touch with Canadian exporting millers of wheat flour with a view to representing them in Holland, also Hamburg, Bremen, and other Continental ports.

198. FLOUR.—A commission firm in Rotterdam are anxious to hear from large Canadian exporters of wheat flour with a view to representation.

199. FLOUR.—A good Dutch firm are desirous of representing a large Canadian flour firm in a position to export regularly to Holland.

200. FLOUR.—A Rotterdam firm would like to get into touch with Canadian millers in a position to export low-grade flours.

201. WHEAT FLOUR.—A good Canadian wheat flour mill wishing to be represented in Holland is invited to communicate with a Dutch concern.

202. FLOUR.—Large milling concerns in Canada desirous of establishing relations in the Netherlands should communicate with a Utrecht firm.

203. FLOUR AND ROLLED OATS.—Dutch firm desire to receive offers from Canadian flour and rolled oats mill of first-class standing and large capacity.

204. FLOUR.—An Amsterdam concern would like to get into touch with a Canadian miller in a position to export with a view to representation for sale in Holland and Central Europe.

205. FLOUR.—A concern in Amersfoort would like to get into touch with Canadian flour manufacturers in a position to export at moderate prices, with a view to representation in the Netherlands.

206. FLOUR.—A firm in Amsterdam are desirous of securing terms, etc., for representation of a first-class Canadian milling concern for the sale of Canadian flour in the Netherlands and Central Europe.

207. ROLLED OATS.—A firm in Amsterdam would like to get into touch with Canadian exporters of rolled oats for feed purposes.

208. BARLEY; OATS; OATMEAL.—A firm of millers in Aberdeen, Scotland, would like to correspond with Canadian firms with a view to a working arrangement for the import into Aberdeen of No. 3 Canada Western barley and similar qualities, No. 2 Canada Western oats, and pinhead oatmeal.

209. MAPLE SYRUP; SWEET CORN, ETC.—French firm already representing high-class English and American groceries would like to secure the agency of Canadian firms.

210. BACON AND HAMS.—One of the largest wholesale houses in the West of England desire to purchase and establish agency connections with a Canadian house able to regularly supply them with green hams and bacon, to be cured on this side.

211. SALTED PORK.—A French firm desire to receive quotations on salted pork, either whole or cut up, and of a preparation similar to that of the same articles as shipped by the big Chicago packers.

212. FISH.—British brokerage concern, with three offices in the Dominican Republic, now representing large Canadian flour mill, desire representation of Canadian exporter of hake, haddock and pollock.

213. PROVISIONS.—A Belgian importer wishes to receive offers of salted goods, ham and bacon, also salted fish, from Canadian houses with a view to representation.

214. SARDINES.—A wholesale dealer in food products is anxious to open up business connections with exporters.

215. FISH, ETC.—A French firm wish to be placed in communication with Canadian exporters of salmon, lobster, lard, canned beef, condensed milk, salt provisions, etc.

216. CHOCOLATES AND SWEETS.—A Brussels firm desire to establish relations with Canadian manufacturers.

217. GLUCOSE.—A Bristol wholesale house desire quotations on glucose in lots of 50 to 200 tons, packed in 3½-cwt. barrels. Agency also would be considered.

### Miscellaneous

218. SPRUCE LUMBER.—Well-known firm of British constructional engineers in the Argentine wish to obtain periodic shipments for own use of first-grade Sitka or Eastern Canada spruce; 100 M or 200 M per shipment; cash against documents subject to inspection; assortment, 33⅓ per cent each ½-inch, ¾-inch, 1-inch, plump sawn, width 14 inches to 16 inches, any lengths. Cabled quotation would be appreciated.

219. PINE AND OAK.—A Belgian dealer in timber desires to receive quotations for pine and oak.

220. FURNITURE; STOVES.—A Johannesburg firm are desirous of hearing from Canadian exporters of furniture, k.d.s., such as chests of drawers with mirrors, chairs, washstands, etc.; extension tables, roll-top desks, ice chests; and small household coal stoves.

221. FURS.—A Belgian dealer in furs wishes to enter into relations with Canadian furriers.

222. LEATHER AND SKINS.—A Brussels firm desire to receive quotations from Canadian houses for leather and skins, especially box-calf and glazed bands.

223. LEATHER AND SKINS.—A firm in Ghent would like to receive quotations and samples for leather and skins.

224. FLAT CARPET WHISKS.—A Bristol wholesale house has received inquiries for flat carpet whisks, and would like to see samples with lowest prices in sterling free delivered Bristol.

225. BICYCLE ACCESSORIES.—Belgian bicycle manufacturers wish to buy Canadian-made accessories such as tubes, lamps, brakes, lanterns, enamel for enamelling bicycles, pumps, wood maple and ash for making rims and saddles.

226. GARDEN TOOLS.—Firm in Ghent desire the agency of a Canadian house manufacturing garden tools.

227. FENCING.—A firm in Ghent desire to receive quotations from Canadian manufacturers of mine fencing and mine netting; also machines for making fencing.

228. DRUGS.—A Hamburg firm are desirous of getting in touch with Canadian manufacturers of the following drugs: Cortex Cascara Sagrada; Cortex Condurango; Cortex Cascarilla; Radix Hydrastis Canadensis; Radix Senegæ.

229. SAUSAGE CASINGS.—A firm in Rotterdam would like to secure the agency of a Canadian packing-house product concern in a position to export, principally sausage casings.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.



**PROPOSED SAILINGS FROM CANADIAN PORTS***Subject to change without notice. The sailing dates are approximate.***From St. John**

To LIVERPOOL.—Montclare\*, Feb. 29; Montrose, March 14; Montlaurier, March 21; Montclare\*, March 28; Montcalm, April 4—all of the Canadian Pacific Steamships, Ltd.

To LIVERPOOL AND GLASGOW.—Marloch\*, Canadian Pacific Steamships, Ltd., March 8.

To LONDON AND HULL.—Ariano, March 4; Comino†, March 18; Cornish Point, April 11—all of Furness Line.

To LONDON AND ANTWERP.—Canadian Explorer, Feb. 27; Canadian Ranger, March 12; Canadian Conqueror\*, March 26—all of Canadian Government Merchant Marine; Brandon†, Canadian Pacific Steamships, Ltd., March 1.

To LONDON AND HAMBURG.—Balfour†, Canadian Pacific Steamships, Ltd., March 11.

To LONDON AND HAVRE.—Hastings County, Intercontinental Transport Services, Ltd., March 22.

To HAMBURG AND HAVRE.—Welland County†, Intercontinental Transport Services, Ltd., Feb. 27.

To CHERBOURG, SOUTHAMPTON AND ANTWERP.—Melita, March 19; Minnedosa, April 2—both Canadian Pacific Steamships, Ltd.

To GLASGOW.—Metagama\*, March 7 and April 5; Marburn, March 22—both of Canadian Pacific Steamships, Ltd.

To GLASGOW AND AVONMOUTH.—Kastalia†, March 22; Cabotia†, March 29; Lakonia, April 11—all of Anchor-Donaldson Line.

To MANCHESTER.—Manchester Brigade\*, March 8; Manchester Producer\* March 22; Manchester Division, April 5—all of Manchester Line.

To CARDIFF AND SWANSEA.—Canadian Mariner, March 4; Canadian Commander\*, March 20; Canadian Victor\*, April 3—all of the Canadian Government Merchant Marine.

To BELFAST AND DUBLIN.—Melmore Head, March 4; Fanad Head, April 5—both of Head Line.

To ROTTERDAM.—Lisgar County, Intercontinental Transports, Ltd., March 22.

To HAMBURG.—Porsanger, Intercontinental Transports, Ltd., March 25.

To ROTTERDAM AND HAMBURG.—Grey County†, Intercontinental Transports, Ltd., March 9.

To SCANDINAVIAN AND BALTIC PORTS.—Virginia, March 2; Kentucky, March 23—both of the Scandinavian-American Line.

To MELBOURNE, SYDNEY, AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—Virginia, New Zealand Steamships, Ltd., March 20.

To AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—Trelevan, New Zealand Steamships, Ltd., March 20.

To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Borden†, Canadian Pacific Steamships, Ltd., March 13.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO AND BUENOS AIRES.—A steamer, Houston Line, March 15.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chignecto, March 2; a steamer, March 16—both of the Royal Mail Steam Packet Co.

To CAPE TOWN AND SOUTH AFRICAN PORTS.—Calumet, Elder-Dempster Line, March 30

**From Halifax**

To LIVERPOOL.—Sachem, Furness, Withy & Co., Feb. 27.

To GLASGOW.—Cassandra, Cunard Line, April 1.

To LIVERPOOL AND GLASGOW.—Canada\*, March 2; Vedic, March 29; Canada\*, April 6—all of the White Star-Dominion Line.

To LIVERPOOL AND BELFAST.—Regina\*, White Star-Dominion Line, March 23.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter, March 7; Canadian Otter, March 21; Canadian Runner, April 4—all of Canadian Government Merchant Marine.

\* Cold storage.

† Sirocco fans.

To BERMUDA, NASSAU, KINGSTON AND BELIZE.—Canadian Fisher, March 13; Canadian Forester, April 3—both of Canadian Government Merchant Marine.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chaleur, Feb. 29; Chignecto, March 14; a steamer, March 28—all of the Royal Mail Steam Packet Co.

To CUBA AND JAMAICA.—Andalusia, Feb. 27; Caledonia, March 12; Andalusia, March 26; Caledonia, April 9—all of Pickford & Black, Ltd., Halifax.

To PLYMOUTH, CHERBOURG AND LONDON.—Andania, March 31; Antonia, March 3—both of Cunard Line.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Canadian Challenger, Canadian Government Merchant Marine, March 22.

### From North Sydney, N.S.

To NEWFOUNDLAND.—Kyle, Newfoundland Government Railway Commission, tri-weekly (Tuesday, Thursday and Saturday).

### From Vancouver

To AVONMOUTH.—Canadian Highlander, Canadian Government Merchant Marine, March 25.

To MANCHESTER.—London Shipper, Furness, Withy & Co., March 5; Governor, Leyland-Harrison Line, March 27.

To LIVERPOOL, LONDON, ROTTERDAM AND ANTWERP.—Loch Gail\*, Royal Mail Steam Packet Co., middle of March; Dinteldyk, Holland-America Line, early April.

To BORDEAUX, HAVRE AND ANTWERP.—Texas, March 1; Michigan, March 12—both of French Line.

To SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Traveller\*, Canadian Government Merchant Marine, March 11.

To NAPIER, NEW PLYMOUTH, LYTTELTON AND DUNEDIN.—Waihemo, Canadian-Australasian Royal Mail Line, Feb. 26.

To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Royal Mail Line, March 14.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Makura, March 7; Niagara, April 9—both of Canadian-Australasian Royal Mail Line.

To SYDNEY AND MELBOURNE.—Hauraki, Canadian-Australasian Royal Mail Line, April 12.

To AUCKLAND, SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Inventor, Canadian Government Merchant Marine, April 11.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Alabama Maru, March 1; Arizona Maru, March 21—both of the Osaka Shosen Kaisha Line.

To YOKOHAMA, KOBE, SHANGHAI AND HONG KONG.—Empress of Australia, Canadian Pacific Steamships, Ltd., March 20.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, March 6; Empress of Asia, April 10—both of Canadian Pacific Steamships, Ltd.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Protesilaus, March 17; Achilles, April 14—both of the Blue Funnel Line.

To YOKOHAMA AND KOBE.—Toyama Maru, March 2; Iyo Maru, March 10; Hakata Maru, March 27; Tokiwa Maru, April 15—all of the Nippon Yusen Kaisha Line.

To YOKOHAMA.—Canadian Scottish\*, March 2; Canadian Prospector, April 5—both of Canadian Government Merchant Marine.

To YOKOHAMA AND SHANGHAI.—Canadian Winner, Canadian Government Merchant Marine, March 20.

### From Victoria

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Makura, March 8; Niagara, April 10—both of Canadian-Australasian Royal Mail Line.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Protesilaus, April 3; Achilles, April 24—both of Blue Funnel Line.

To YOKOHAMA, KOBE, SHANGHAI, HONG KONG AND MANILA.—President Jackson, March 9; President Jefferson, March 21; President Grant, April 2; President Madison, April 14—all of the Admiral Oriental Line.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Alabama Maru, Osaka Shosen Kaisha, March 2.

To YOKOHAMA, KOBE, NAGASAKI AND SHANGHAI.—Arizona Maru, Osaka Shosen Kaisha, March 22.

\* Cold storage.

† Sirocco fans.



## COMMERCIAL INTELLIGENCE SERVICE

(For List of Canadian Trade Commissioners and Commercial Agents, see back page)

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### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

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#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

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#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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### ENLARGED CANADIAN TRADE INTELLIGENCE

Under an arrangement made by the Minister of Trade and Commerce with the Secretary of State for the Colonies, the services of the British Commercial Diplomatic Officers, as well as those of British Consuls, will be available for Canadian firms, who are at liberty to apply direct to them for information as to the possibilities of sale of Canadian products, the method under which business is conducted, and the best means of getting into touch with markets. The arrangement referred to applies to all countries in which Canada is not represented by her own Commercial Intelligence Service.

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### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

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### BRITISH TRADE COMMISSIONERS SERVICE

In connection with the British Trade Commissioners Service which is now established in British possessions overseas, the British Government has placed the services of the Trade Commissioners at the disposal of Canada, especially in those overseas British possessions where Canada has no representatives of its own.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires, *Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164, Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhushpladsen 45, Copenhagen. *Cable Address, Canadian.* (Territory covers Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan. *Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston. (Territory covers Jamaica, Cuba, and the other countries bordering on the Caribbean sea.) *Cable Address, Cantracom.*

#### Japan

A. E. Bryan. Address for letters, P.O. Box 230, office, 504 Osaka Shosen Kaisha Building, Kobe. *Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Acting Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Ireland.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain, Trinidad.



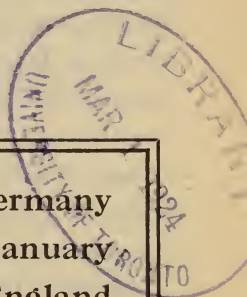
# Commercial Intelligence Journal

Vol. XXX

March 1, 1924

No. 1048

The Importation of Canned Lobsters Into Germany  
Summary of the Trade of Canada for Month of January  
Advance in the Prices of Flax Fibre in England  
Prospective Decline in the Apple Yield of Australia  
Market for Paints and Varnishes in Northern Africa  
Place of the Small Manufacturer in Export Trade  
Steamship Service with West Africa to be Inaugurated  
Trade Inquiries for: Cereals; Codfish; Cheese;  
Dried Fruit; Asbestos; Lumber; Paper; Ores;  
Furs; Rubber Goods; Paints and Varnishes; Etc.



## DEPARTMENT OF TRADE AND COMMERCE OTTAWA, CANADA

MINISTER  
HON. THOS. A. LOW

DEPUTY MINISTER  
F. C. T. O'HARA

COMMERCIAL INTELLIGENCE SERVICE  
H. R. POUSSETTE, Director

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Ottawa

MARCH 1, 1924

No. 1048

## IMPORTATION OF CANNED LOBSTERS INTO GERMANY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, February 6, 1924.—The prohibition on the importation of canned lobsters into Germany has now been removed and as a consequence this office is receiving a number of inquiries for the names and addresses of Canadian exporters of this article. The high duty of 8 marks (\$1.90) per kilogramme (2.2 lb.) is likely to restrict the sale of canned lobsters in Germany, but nevertheless importers anticipate a fair amount of business owing to the surprising purchasing power now evident among certain classes of the population. If Canadian exporters desirous of a connection in Germany will communicate with this office, they will be put in touch with reliable importers.

## SUMMARY OF TRADE OF CANADA FOR JANUARY, 1924

The summary of the trade of Canada for January, 1924, shows that as represented in dollars imports for consumption were valued at \$66,568,060 in January, 1924, as against \$68,085,845 in January, 1923, and \$51,476,253 in January, 1922. The imports from the United Kingdom in January, 1924, were valued at \$12,556,883, as against \$10,707,129 in January, 1923, and \$9,769,672 in January, 1922. The imports from the United States in January, 1924, were valued at \$44,847,274, as against \$49,142,122 in January, 1923, and \$33,598,444 in January, 1922. The total imports for the twelve months ending January, 1924, were valued at \$901,512,730, as against \$779,018,901 for the twelve months ending January, 1923, and \$778,702,513 for the twelve months ending January, 1922.

The value of the exports of Canadian products for the month of January, 1924, was \$69,575,167, as against \$64,658,942 in January, 1923, and \$46,198,080 in January, 1922. The exports to the United Kingdom were valued at \$19,190,782 in January, 1924, as compared with \$21,722,492 in January, 1923, and \$16,933,905 in January, 1922. The exports to the United States were valued at \$30,569,497 in January, 1924, as against \$30,270,860 in January, 1923, and \$21,134,715 in January, 1922. The value of the total exports of Canadian produce during the twelve months ending January, 1924, was \$1,019,650,499, as against \$902,823,445 during the twelve months ending January, 1923, and \$767,985,084 for the twelve months ending January, 1922.

The month's returns show a favourable balance of trade of \$3,007,107; the returns for the twelve months' period show a favourable balance of \$118,137,769.

# SUMMARY OF THE TRADE OF CANADA: MONTH, TEN MONTHS AND TWELVE MONTHS ENDING JANUARY, 1924

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of January, 1924			Ten Months ending January, 1924			Twelve Months ending January, 1924		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
<i>Imports for Consumption</i>									
Agricultural and Vegetable Products.....	13,794,656	2,884,546	6,789,528	154,788,449	24,320,846	65,919,429	184,738,675	28,541,347	79,751,171
Animal Products.....	4,080,782	329,773	2,090,782	36,042,723	3,664,080	25,855,233	45,876,832	4,382,440	32,631,810
Fibres and Textile Products.....	19,986,465	6,398,573	2,840,337	141,586,917	58,851,923	61,605,193	178,869,112	74,373,243	77,870,803
Wood, Wood Products and Paper.....	12,468,182	1,157,167	2,628,332	33,868,422	2,667,406	29,639,830	40,203,370	3,063,183	35,391,618
Iron and its Products.....	3,246,157	1,571,269	2,737,841	145,670,561	15,864,278	29,078,540	173,441,607	18,099,991	152,356,937
Non-Ferrous Metal Products.....	3,246,157	352,382	2,737,841	35,396,822	3,612,995	29,213,826	42,402,617	4,339,304	35,063,535
Non-Metallic Mineral Products.....	1,301,177	552,382	1,750,274	133,119,273	9,465,372	114,868,274	161,438,714	11,146,684	139,911,471
Chemicals and Allied Products.....	1,751,580	237,124	1,306,274	21,329,908	3,582,262	15,228,972	26,144,534	4,122,805	18,811,056
All other Commodities.....	3,071,100	494,194	2,282,184	41,458,351	7,222,435	29,169,089	48,396,372	8,276,460	34,385,272
Total Imports, 1924.....	66,568,060	12,556,883	44,847,274	744,279,406	129,221,797	498,585,386	901,512,730	156,345,458	606,076,673
Total Imports, 1923.....	68,085,845	10,707,199	49,149,222	645,945,320	114,206,463	433,498,451	779,018,901	137,796,809	525,453,147
Total Imports, 1922.....	51,476,253	9,769,672	33,598,444	614,131,351	93,545,016	424,003,500	778,702,513	121,703,686	536,865,328
<i>Exports (Canadian Produce)</i>									
Agricultural and Vegetable Products.....	24,668,326	12,742,786	2,265,922	377,167,186	222,888,651	46,403,879	418,650,034	244,054,980	50,032,134
Animal Products.....	10,063,295	3,219,417	4,788,810	120,339,439	57,701,909	46,641,790	137,632,204	64,456,588	54,883,085
Fibres and Textile Products.....	18,519,892	742,480	281,296	6,032,180	30,492,623	18,714,328	8,261,385	1,457,211	4,220,625
Wood, Wood Products and Paper.....	18,232,590	820,911	15,633,324	223,855,773	19,112,759	390,560	267,421,106	20,366,940	228,741,864
Iron and its Products.....	5,037,491	688,087	3,833,328	5,683,777	7,437,765	33,183,921	67,049,775	10,916,387	9,503,583
Non-Ferrous Metal Products.....	6,970,916	967,501	4,891,492	59,233,197	7,437,370	33,032,921	81,238,914	8,517,866	39,206,565
Non-Metallic Mineral Products.....	1,654,336	95,279	967,922	29,943,987	1,045,340	28,698,753	28,698,753	1,274,880	19,572,464
Chemicals and Allied Products.....	1,152,985	144,219	667,101	12,643,331	2,638,518	6,199,770	19,422,963	3,120,392	7,806,016
All other Commodities.....	1,275,336	439,802	690,392	14,552,875	3,110,489	10,226,314	16,985,003	3,921,244	11,373,520
Total Exports, 1924.....	69,575,167	19,190,782	30,569,497	885,436,739	323,500,396	356,602,303	1,019,650,499	358,287,808	422,340,426
Total Exports, 1923.....	64,658,942	21,722,492	30,270,860	797,237,683	344,280,033	303,432,095	902,823,443	379,640,481	348,232,392
Total Exports, 1922.....	46,198,080	16,933,905	21,134,715	634,654,918	294,101,227	246,728,346	767,865,084	296,914,097	314,236,795
<i>Exports (Foreign Produce)</i>									
Totals, 1924.....	779,565	97,859	696,905	11,169,479	945,681	9,070,724	13,388,706	1,614,263	10,734,683
Totals, 1923.....	975,708	39,375	686,235	11,625,167	632,499	9,603,544	13,891,372	1,819,973	11,351,824
Totals, 1922.....	899,604	94,896	749,463	11,420,124	814,044	9,767,254	13,873,023	954,740	11,806,924



## CATALOGUES WANTED FOR THE BRITISH EMPIRE EXHIBITION

Mr. L. M. Cosgrave, Assistant Trade Commissioner in London, who has been placed in charge of the Information Bureau of the Department of Trade and Commerce at the forthcoming British Empire Exhibition, writes under date February 10, 1924, requesting that all Canadian firms interested in providing data for use at the British Empire Exhibition should forward to him, at the Canadian Pavilion, Wembley Park, London, England, illustrated catalogues and sales literature which might be useful in amplifying the information he has on hand regarding Canada's various industries.

## TRADE COMMISSIONER A. E. BRYAN'S ITINERARY IN CANADA

Mr. A. E. Bryan, Canadian Trade Commissioner to Japan, is at present engaged in a business tour of the Dominion on behalf of Canadian export trade to Japan. The following is the concluding part of his itinerary:—

Kitchener .. . . .	Mar. 3	Edmonton .. . . .	Mar. 12
Guelph .. . . .	Mar. 4	Calgary .. . . .	Mar. 13
Winnipeg .. . . .	Mar. 10	Vancouver .. . . .	Mar. 15-20

Canadian firms who desire to be brought in touch with Mr. Bryan should address their communications to him care of the Board of Trade or Chamber of Commerce in the respective cities above noted.

## ADVANCE IN PRICES OF FLAX FIBRE

TRADE COMMISSIONER HARRISON WATSON

London, February 7, 1924.—Although it is uncertain to what extent, if any, Canadian producers of flax fibre may still be interested in the problem of obtaining an outlet in the United Kingdom for their product, it seems interesting to chronicle that the market here has at length taken a favourable turn, and that not only have prices already advanced about 10 per cent, but the outlook for the immediate future is considered good.

The cause of the rise is the present high price of cotton, because the trade in cotton and linen goods is more or less interdependent, in so far that when the price of linen becomes abnormal, the public substitutes cotton; and vice versa, dear cotton has now caused the revival of the linen manufacturing industry and improved the demand for flax fibre. Another "bull" factor is the disappointing result of the recent Russian crop, which has turned out to be much worse than was anticipated, both as regards quantity and quality.

Two important London firms who have been consulted report that everything points to still higher prices, and in support of this state that all Continental flax mills are fully engaged, and have orders on their books which will keep them occupied for some months ahead, while, moreover, several Irish factories which have been closed down have resumed operations.

Although it should be thoroughly appreciated that the price obtainable for flax fibre coming from Canada or anywhere else depends almost wholly on the quality and condition of the particular parcel offering, and that no estimate can be obtained until samples are available for examination, the following are stated to be the current values of the best-known varieties of flax fibre which are saleable in this country:—

Russian flaxes .. . . .	£ 80 to £120 per-ton/c.i.f. United Kingdom port		
	(2,240 pounds)		
Irish flaxes .. . . .	110 to 150	"	"
Dutch flax (dew retted) .. . . .	125 to 150	"	"
Belgian flax (water retted) .. . . .	140 to 200	"	"

## BRITISH SUGAR CONSUMPTION AND PRICE MOVEMENTS IN 1923

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, February 5, 1924.—The sugar consumption of the United Kingdom in 1923, based on the Board of Trade returns for November, is estimated to have been 1,500,000 tons, as against 1,600,000 tons in 1922. This reduction of 100,000 tons was quite to be expected from the high price of sugar, and from unemployment having reduced the spending power of the masses.

The following table gives an idea of the total consumption of Great Britain during the past three years:—

	1921 (Tons)	1922 (Tons)	1923 (Tons)
Meltings of raw sugar in London, Liverpool, and Greenock (Scotland) .. . . .	960,000	1,000,000	950,000
Probable consumption of foreign refined .. . . .	540,000	600,000	470,000
	<hr/> 1,500,000 <hr/>	<hr/> 1,600,000 <hr/>	<hr/> 1,420,000 <hr/>

The number of refineries working in Greenock remains at five. Work for the year did not commence till the middle of January, as there was an accumulation of refined to be disposed of. Thereafter, with the exception of periods during April and December, the weekly meltings were fairly regular. Compared with 1922, 21,990 tons less were melted.

The price of Greenock fine granulated was 49s. 3d. on January 2, 1923, and by the end of the month had fallen to 48s. 3d. from the slowness of demand. In February there was a great change. An amended estimate of the Cuban crop gave a probable reduction of fully 400,000 tons on the original estimate; this caused an excited market, as it was feared that the world's supplies would not suffice till new crop beet became available in October. Right on to the end of April prices advanced steadily to 65s. 3d. During this boom period the trade generally over-bought; there was much disappointment that the Chancellor of the Exchequer made no reduction of duty, and the high prices checked consumption. Liquidation of stocks followed, forcing the price down to 53s. at the end of August. Very large imports of white Java sugars weighed heavily on the market during August, but there being a shortage on the Continent, heavy quantities were reshipped there, thus giving welcome relief to the United Kingdom markets, fortunately for the traders. The market improved in September and price advanced to 57s. 6d., but a reaction setting in, the price fell back to 54s. 3d. at the beginning of November. Continental refined sugars were then arriving in considerable quantity. A reduction of 240,000 tons in the estimate of the beetroot crops imparted firmness and at the end of November the price had advanced to 60s. 6d. Extreme dullness characterized the market during most of December, with signs of improvement at the close, and the price of Greenock fine granulated at the end of the month was 58s.

Greenock fine sugars have met with a fair demand in England, but trade with the Irish Free State has been greatly hindered by political and labour troubles. It is hoped that the Irish trade will show an improvement.

Considerable quantities of foreign refined were imported during the first half of the year. American granulated was sold at the beginning of January at 24s. c.i.f., but fell to 22s. at the end, and thereafter steadily rose till the end of April, when 39s. 6d. was the quotation, although at about this time some business was said to have been done at over 40s. for summer shipment. The reaction set in early in May, and by the beginning of August the price had fallen to 28s. Parcels stored in the United Kingdom about this period were



resold to America. The American market has since ruled above the British parity, and for the past few months, with a prospect of shortage there, the export of American granulated to this market has been impossible. For shipment in March, 1924, the lowest quotation has been 32s. c.i.f., quite out of the question with 29s. 6d. f.o.b. Hamburg for March-April Czecho granulated.

Continental granulated was shipped in fair quantities to the United Kingdom in the early part of the year, but during summer and up to the time when the new crop beetroot became available, very little was imported. The Continent indeed, as has been stated, was a buyer of white Javas from this country. It was late in October before Continental granulated began to arrive, and since then imports have been heavy from Belgium, Holland, and Czecho-Slovakia. Shipments of Czecho-Slovakia sugar have been rendered very unsatisfactory from delays in Hamburg. Fluctuations in prices of Continental refined were much the same as in the case of American granulated. The opening and highest prices, and the lowest during the slump in August, were as follows for ready or prompt delivery:—

Superior Dutch .. . . .	22s. 6d.	38s. 9d.	27s. 3d. f.o.b.
Czecho .. . . .	22s.	38s. 6d.	21s.

## STATE OF TRADE IN MANCHESTER

TRADE COMMISSIONER J. E. RAY

Manchester, February 12, 1924.—At the end of January many of the cotton mills reported greater activity than for several months past. At the same time all is not well with the textile industry. Yesterday, the Joint Cotton Committee, which has been advocating, and endeavouring to bring about, the regulating of the cotton trade, concluded its sittings with the following resolution: "That this Conference is of opinion that owing to the diversity of interests involved in the various sections of the industry, it is impracticable to devise a scheme for regulating the trade which would meet with the approval of all interests concerned."

Apparently there is a lack of sympathy with control on the part of the Egyptian spinning section, and if any action is taken in the course of the next few days, it will be on the part of the American spinners acting independently. Sir Charles Macara, Chairman of the Provisional Emergency Committee, states in to-day's *Manchester Guardian*: "It is impossible for things to go on as they have been doing, and I hope that this clearing of the air will lead to a determined stand being made by the spinners of American cotton, who, after all, represent two-thirds of the whole of the spinning industry and who undoubtedly hold the key to the situation."

With regard to industries other than textile, it can at last be said that signs of improvement are unmistakably asserting themselves. If there are no strikes at home, and conditions on the continent of Europe do not become worse, trade in the whole of Great Britain will be more active this year than at any period since the coming of the slump in 1920. Constructional work by the Government, the municipalities and railway companies will be prosecuted on a big scale, and those activities cannot fail to influence advantageously a large number of industries that have been slack for a long time.

# AUSTRALIAN APPLE CROP 1924

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 28, 1924.—Owing to unfavourable weather conditions during a portion of the year, it is anticipated that the yield of apples in Australia this season will be much lighter than in 1923. According to reliable estimates, exports for 1924 will be less by approximately 1,000,000 bushels than 1923 shipments, when Australia and New Zealand sent 2,250,000 bushels to the United Kingdom, compared with 2,008,029 bushels in 1922, and 1,084,213 bushels in 1921. The expectation this season is that the total exports to the United Kingdom will not exceed 1,260,000 bushels.

Tasmanian growers, who will ship about 900,000 bushels of the total Australian exports during the season, were perturbed at the prevalence of "black spot" in their crops and requested the Commonwealth Government temporarily to relax the export regulations at present in force. Under the regulations Australian fruit is exported under official supervision in three grades, namely—special, standard, and plain. The last-named grade permits of 33 per cent of apples affected by "black spot" being included in a shipment.

Growers in the states on the mainland, whose crops are not affected, contended that any relaxation of the regulations in the direction indicated would be harmful and detract from the value of the better fruit from other parts of the Commonwealth. It was suggested that, if affected apples must be exported from Tasmania in excess of the quantity provided for in the regulations, shipments should not be made until the best fruit was first despatched from Australia. After investigation, however, the Government has announced that permission has been given for 450,000 cases to be shipped provided the apples are of uniform size, not misshapen, nor the skin broken. Moreover, the cases must be prominently marked as "blemished" so that there will be no danger of them going on the London market as representative graded fruit of Australian origin.

# AUSTRALIAN GOLD YIELD OF 1923

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 28, 1924.—A reduction of nearly 50,000 ounces in the gold yield of Australia occurred in 1923, the output amounting to 709,491 ounces, compared with 758,303 ounces for the previous year. The decrease in the yield is attributable to the working out of the richer reefs, and to increased operating costs which have rendered it impossible to crush the poorer stone which in former years contributed largely to the total output.

The following is a comparison of the yields of Australia for the past three years:—

	1921 Oz. Fine	1922 Oz. Fine	1923 Oz. Fine
Victoria .. .. .	104,512	109,273	95,403
New South Wales .. .	51,173	25,222	18,833
Queensland .. .	38,418	79,332	84,214
Western Australia .. .	553,728	537,876	504,511
South Australia .. .	3,600	2,800	3,000
Tasmania .. .	6,000	3,800	3,530
Total .. .	757,431	758,303	709,491

The 1923 yield is less than one-half that of 1917 and the lowest since the discovery of gold in Australia in 1851.



**EXPORT TRADE OF NEW ZEALAND**

TRADE COMMISSIONER W. A. BEDDOE

Auckland, January 28, 1924.—The Minister for Customs made available to-day figures covering the value of exports for 1923 as compared with the values for 1922 and 1921. An increase of £3,240,870 has been shown over the figures for the last year. The grand total stands at £45,967,119, re-exports accounting for only £595,231, and the balance representing New Zealand produce. The following table shows the comparison with the two previous years:—

	1923	1922	1921
New Zealand produce .. . . .	£45,371,888	£41,699,148	£43,615,548
Re-exports .. . . .	595,231	1,027,101	1,213,369
Grand total .. . . .	<u>£45,967,119</u>	<u>£42,726,249</u>	<u>£44,828,927</u>

The principal increases are shown to have taken place in the dairy and frozen meat divisions, £18,255,204 worth of the former being exported as compared with £14,335,264 worth in 1922. For the latter the total is £9,012,720, compared with £8,387,461. The hides and skins are responsible for £1,868,172, as compared with £1,484,930 and £1,541,243 during 1922 and 1921 respectively.

The wool return—£10,904,659—is not up to the 1922 total of £11,892,553, but is more than 100 per cent increase over the figure for 1921. The export, 613,308 bales, was more than 300,000 bales under that for 1922. There is an increase in the value and quantity of gold (£698,582 as compared with £540,182 and £612,168 in 1922 and 1921 respectively) exported.

The above is evidence of the strong position of New Zealand's finances. Her ability to buy depends upon the volume of her exports; the figures given above, disclosing as they do exports valued at £3,000,000 above those of last year, provide abundant evidence of the ability to pay for imports.

**CHINESE CUSTOMS REVENUE IN 1923**

TRADE COMMISSIONER J. W. ROSS

Shanghai, January 7, 1924.—The Inspector General of Chinese Maritime Customs has already given to the public the figures of customs revenue for 1923. The total figures of collections for the year amounted to Hk. tls. 63,378,000, which at an exchange of 3s. 5½d. equals £11,025,100. This total is very little in advance of the revenue for 1922, thus showing the very unsatisfactory condition of China's foreign trade during the past year. The figures for 1923 being only Hk. tls. 4,944,000 greater than those of the preceding year, and due to the lower value of silver exchange last year, the sterling equivalent only shows an increase of £37,600. China's foreign trade accordingly cannot be said to have increased at all. The effective 5 per cent ad valorem import tax being in force during the whole year, should more than account for the small increase in revenue.

All the principal ports show an increase with the exception of Hankow, which, being in the centre of most of the political disturbances afflicting the country, suffered accordingly.

## MARKET FOR PAINTS AND VARNISHES IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

*[Former reports in this series on Tunisia, Algeria, and Morocco have been published as follows: Agricultural Machinery (Nos. 1021 and 1022); Motor Vehicles (No. 1023); Building Materials (No. 1024); Chemicals (No. 1025); Coal (No. 1027); Electrical Equipment (No. 1030); Cereals and Feedstuffs (Nos. 1032 and 1033); Foodstuffs (Nos. 1034 and 1035); Glassware and Earthenware (No. 1036); Furniture (No. 1037); Footwear (No. 1038); Iron and Steel (No. 1039); Kitchenware and Household Furnishings (No. 1040); Hardware (No. 1043); Leather (No. 1045); Machinery (No. 1046); and Lumber (No. 1047). Tons equal metric tons.]*

Milan, January 24, 1924.—The stone and cement apartment rather than the frame house is the urban type of construction in Northern Africa. In the country districts the colonists have stone available and build with this material. Hence there is not a big demand for exterior wood paints in any of the three countries. Only the doors, shutters, window sills, and frames are coated. On the other hand, distempers cover most buildings, as water paints are peculiarly adapted to stone and cement. It is in interior decoration that oils are principally used. Marine paints are used chiefly at the ports of Tunis, Algiers, and Casablanca, but the outlet is considerably restricted. Varnishes also command a certain sale.

Paints and varnishes are imported into North Africa ready mixed or else their ingredients are purchased and the painter makes them up as required. The highest class trade caters to the former demand, although the contracting class or the paint manufacturers in miniature also consume considerable raw material. The base is generally zinc white, and as a matter of fact the use of white lead in painting is prohibited by Government decree throughout Algeria. Some 56 tons of white zinc were imported into Tunisia during 1921 from France and Belgium, and 172 tons into Algeria from France. The vehicle employed is linseed oil. Algeria imported 547 tons of this product in 1921, from France chiefly, but also from Belgium and Great Britain, while Tunisia purchased abroad 188 tons in the same year, France supplying 137 tons, Belgium 26 tons, Great Britain 16 tons, and the United States 7 tons. The solvent, turpentine, to the extent of 134 tons, was imported into Algeria from France during 1921, and to the extent of 26 tons into Tunisia, mostly from France, with half a ton, however, contributed from Great Britain. Sulphate of zinc and manganese driers are principally used. Zinc white is imported in lined casks of about 60 kilos and costs the painter at Algiers about 3.50 fr. a kilo. Linseed oil arrives in barrels of 100 kilos, the c.i.f. price Algiers being about 390 fr. per barrel. Turpentine retails at 3.50 fr. per litre.

## THE PIGMENT TRADE

The pigment trade of North Africa is made up largely of ochres, chromes, Prussian blue, Vandyke brown, oxide of iron, white lead, zinc white, lamp black, ultramarine, etc. For oil paint they are generally sold ground in pure linseed oil, and for distempers as a finely ground powder. The trade statistics do not include specifically all the individual pigments imported, but it is interesting to note that Tunisia and Algeria imported 92 tons and 229 tons respectively of ultramarine in 1921, half a ton and 2 tons of Prussian blue respectively, 6 tons and 37 tons respectively of lamp black, and 68 and 295 tons of ochres. Morocco's imports of ochres and dry colours totalled 148 tons in 1920, supplied in order of importance by France, Spain, Great Britain, and Belgium.



The Tunisian and Algerian imports were largely of French origin, although in the former trade Great Britain and Belgium each supplied a small amount of ultramarine.

The powdered pigments come generally in casks of 10, 60, and 250 kilos and are retailed in packages of half a kilo or 5 kilos. Cement and stone constructions take a considerable amount of these products in powder, while ochres are sold locally not only in this dry state but also ground in oil.

#### READY-MIXED PAINTS

France and Belgium up till the present have come into closest quarters with the ready-mixed and water paint business of Tunisia and Algeria, but even Belgium is not so tightly chained to this trade as is France. In Morocco, however, importers have bought not only French and Belgian paints, but Great Britain with 129 tons was, after France with 241 tons, the second largest supplier out of the total of 433 tons imported in 1920. The United States, too, has had a hand in the business, and 4 tons of these mixed and water paints were credited to that country in the same year. Spain also sent 22 tons and Holland 2 tons. Belgian imports, however, came in the third place and amounted to 43 tons. Over against this paint business of 433 tons in Morocco, there was a similar business of 106 tons in Tunisia during 1921 and of 420 tons in Algeria, thus making a total importation for the three countries of almost 1,000 tons for the given year 1920-21.

The prepared paints of France as used by the contractors are sold in tins of usually 25 kilos, including enamels and "lacquers." The small box paint trade is made up of tin containers holding either one-twentieth of a litre, one-tenth of a litre, one-fourth of a litre, two-fifths of a litre or 1 kilo, the retail price ranging from 12 fr. to 20 fr. per kilo at Algiers. White, yellow, grey, green, blue, ochre, and red are the principal shades in demand. Attractive labelling in French advertise these containers. Two of the best-known marks are "Ripolin" and "Laktinol."

#### VARNISHES

Although French and Belgian varnishes are to the fore in the North African market, importers are not impervious to the claims of English varnishes, and the marks of "Hartog" and "Clark" among others are fairly well known. Alcohol varnishes do not bulk largely in the imports, although Tunisia bought 2 tons from France in 1921, and Algeria 4 tons from the same source. Oil varnishes are much more important for the North African trade. Some 99 tons were purchased by Tunisia in 1921, 137 tons by Algeria, and 69 tons by Morocco during 1920. The United States is credited with 4 tons of varnish in this Moroccan business, while the Spanish and German product is also occasionally handled. Oil varnishes are generally put up in 1- or 5-litre tin containers and the retail price is from 14 to 19 fr. per 1-litre tin at Algiers.

#### INKS

Inks, including writing, copying, and printing inks, are necessarily bought abroad by North Africa. Tunisia imported 44 tons in 1921, Algeria 129 tons, and Morocco during 1920 some 54 tons. Black, violet, mauve, red, and blue inks are all stocked, but the drift of the trade is toward the first two colours. Glass bottles are the usual containers for writing inks, which are so made as to hold one litre or fraction thereof down to one-eighth of a litre, which small receptacle and its contents retails at from 1 to 1.50 fr. Very little powdered ink is marketed.

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## METAL AND SHOE POLISHES

Metal polishes in paste, powder, and liquid form are available in all of the "droguerie" or heavy drug shops which are devoted not to the sale of pharmaceutical lines but rather cater to the heavy chemical, paint and varnish, and colonial products trade. Practically all of the best selling marks such as "Mécano," "Fulgor," "Faineuf," and "Louis d'Or" are French. The polishes, it is stated, are made with a fatty rather than an acid base. The usual form of container for the liquid polishes are  $\frac{1}{16}$ -,  $\frac{1}{8}$ -,  $\frac{1}{4}$ -,  $\frac{1}{2}$ - and 1-litre tin, retailing respectively at 1.05, 1.75, 2.85, 5.10 and 7.85 francs at Algiers. The paste polishes come in small round metal boxes, and the powdered polishes in small cardboard or metal containers. The brass trade of the North African bazaars requires quite a considerable amount of liquid polish annually.

Boot polishes are sold to customers in black, yellow, red, and white shades and generally in a paste form. The "Lion Noir" product of Continental fame enjoys the greatest popularity, although other French trade marks as "Eclipse," "Cybèle," etc., are sometimes asked for. Liquid shoe polishes are not a common selling article. The almost numberless Arab street shoe-blacks must use annually in the aggregate very large quantities of polish. To popularize a Canadian polish, French lettering on the metal boxes would seem essential, and any Canadian initiative would be practically a pioneer effort on the part of British or American manufacturers.

## CONCLUSION

In concluding, it may be pointed out that whitewash is predominatingly the exterior building covering of native and rural Northern Africa. The various toned distempers, however, used on parts of the mosques and stone houses give the landscape and skyline the contrast of colour—white with principally blue or green or pink nuances—which help in creating that variegated setting always so attractive to the tourist who travels among these Oriental people. In the European quarters of the cities the main paints and varnishes are used as they are known in Canada, although not on the same lavish or specialized scale, and not even the hold of the French on this business has succeeded in stifling other competition. Belgium has developed an important trade, and in Morocco particularly the United States has been able to ship supplies, which if meagre are at the same time significant to Canadian exporters. Nor has Great Britain's contribution been negligible, chiefly because of the quality of the product, and in this regard too Canada would stand high. The impediments to Canadian shipments, however, as compared with France, are higher c.i.f. quotations and the scantiness of trading facilities.

## MARKING OF GOODS IN ARGENTINA

Copy of a new law respecting the marking of goods in Argentina, which is to come into force on November 10, 1924, has been received from the Canadian Trade Commissioner's Office at Buenos Aires. When the new law comes into force foreign products imported or sold in the Argentine Republic must bear the name of the country of origin in a visible place on the containers, wrappers, or the products themselves, while the labels on the containers are to specify the quality of the product, the purity or mixture, and the net weights and measures of the contents. By Article 5 of the law it is laid down that trade marks registered or renewed after November 10, 1924, for products or merchandise manufactured in Argentina may not contain any words other than those of the dead languages or the Spanish language. Some doubt exists as to whether this provision will not apply to all trade marks renewed after November 10, 1924, whether first registered before or after that date, and it is understood that there is a possibility of the issue of a further decree clearing up this point.



## ELECTRICAL GOODS IN JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

[Former reports in this series have been published as follows: *Automotives* (No. 1028); *Paper Trade* (No. 1029); *Leather and Leather Goods* (No. 1030); *Chemists' and Druggists' Sundries* (No. 1031); *Rubber Goods* (No. 1032); *Textiles and Wearing Apparel* (No. 1033); *Building Material, Furniture, and Paints* (No. 1034); *Chinaware and Glassware* (No. 1036); *Provisions and Beverages* (Nos. 1037, 1038); *Machinery* (No. 1040); *Government Supply Purchasing* (No. 1041); *Hardware* (Nos. 1042 and 1043); *Iron and Steel Products* (No. 1044); and *Agricultural Implements and Machinery* (No. 1045). Prices quoted are those prevailing in July, 1923. For purpose of conversion, roughly speaking,  $2\frac{1}{2}$  guilders equal \$1 Canadian.]

Development of its water-power resources is a question of paramount importance in the Netherlands East Indies. It is estimated that five and a half million horse-power are available for this purpose in the Archipelago. West Java is better developed than other areas; in this district energy from the big power stations at Bandoeng and Buitenzorg is supplied by the Government at cost price to municipalities and private companies. The generating machinery in these stations is of the most up-to-date type, and the engineers are said to be of the highest class. The cost of electrical energy in the Preanger district of Java is about 4.25 guilders per kilowatt month. In electrical lines, as with other products in the area, intense competition is to be encountered, and, as a rule, the cheapest producer wins out.

### LEGISLATION OF ELECTRICITY

According to a semi-official statement, "since August, 1917, the new Service of Waterpower and Electricity has been detailed to utilize in a practical way the hydraulic energy, now for the greater part still lying dormant in different parts of this island empire, as well in the interest of the state as in that of private industry. . . . The natural conditions which everywhere contribute to create important water-power supplies may be said to be very favourable in these countries."

In drawing up its regulations, the Department of Water-power and Electricity in its policy of guidance has laid down that no electric-power can be erected without a concession. The right to grant concessions may ultimately be transferred to local authorities subject to rules drawn up by the Government. By these means it is hoped that the necessary uniformity in the supply of electricity will be permanently guaranteed. It has also been laid down that wherever desirable in the interests of adequate exploitation of natural sources of power (such as water, lignite coal-fields, etc.), the generation of electricity should remain in the hands of the Government without necessarily implying the establishment of a monopoly of generation of electricity. For electrical distribution and sale, power companies on a community basis are hoped for. Their tariff policy should be such as to popularize the use of electricity as much as possible.

### ELECTRIC POWER AND WATER POWER RESOURCES

Sixteen cities have electric light and power, supplied by private companies, including Bandoeng, Sourabaya, Semarang, Batavia and Medan. The Government owns several power stations in connection with state industries. Moreover, there are a great number of plantations and factories having their own electric supply.

The surveys necessary to an accurate report of the water power resources of these colonies having not yet been completed, the following estimate of the

minimum water-power which can be developed in Netherlands East India must necessarily be considered approximate: Java, 500,000 h.p.; Sumatra, 2,000,000 h.p.; Borneo, 2,000,000 h.p.; The Celebes, 1,000,000 h.p.—a total of 5,500,000 h.p.

Only 25,000 h.p. have been developed, and another 25,000 h.p. are being developed for general distribution of electric energy for light and power in the cities, for agricultural enterprises and manufacturing industries, for railroad electrifications, for wireless telegraph stations and other Government institutions.

Cheap water power is available for electrochemical industries. In round numbers at least 500,000 h.p. on the islands of Sumatra, Borneo and Celebes, have been located for use in connection with electrochemical industries for the manufacturing of nitrogen fertilizers. Calcium carbides, it is stated, can be made here; the raw materials are available in good quality and quantity.

#### SWITCHBOARDS AND GEAR

American equipment is found in use such as the General Electric and Westinghouse Companies use. Cell oil switches are used at some stations. For high-tension schemes ironclad control panel units are in use.

#### TRANSMISSION AND DISTRIBUTION

Generally speaking, on the Island of Java about 60 miles of transmission line for 25,000 volts and about the same length for voltages of from 3,000 to 5,000 volts are in use. On the Island of Banka a 30,000-volt transmission line of 60 miles in length is partly in use, partly under construction. On the Island of Sumatra some 10 miles of 6,000 volt transmission line are in use; a line for 25,000 volts 15 miles in length is under construction. Transmission lines for higher voltages up to 100,000 volts are planned.

Alternating current is generally used. Direct current is only in use in small plants in sugar mills. In regard to overhead wire, high-tension wires (following the European principle) are always bare; low tension wires are only insulated for crossing telephone lines, etc. Underground laying even in cities is very uncommon. The Government is making an effort to standardize distribution of electric energy in all municipalities. Such standardization in regard to voltages will save stocks of unnecessary spares being maintained by importers. The voltage for light is 220/127 and for power 380/220 on the four-wire principle. The voltage for high-tension feeders is 30,000 A.C. and will in future be 70,000 A.C. All cables are armoured between transformers.

#### DEMAND FOR BARE COPPER WIRE

There is a good demand for bare copper wire, but for the present prices have been drastically cut.

#### INSULATORS

To obtain a suitable high-tension insulator for a tropical climate is no easy matter. Pin insulators and metal cups over suspension have been employed, and the latter are not entirely satisfactory. The writer found that at present high-tension insulators made in the United States were obtaining favour. In view of this he sees no reason why Canada should not obtain a share of the business, if prices are competitive, and if Canadian insulators can stand up under the climate. Double and triple sheds are used. The rapid changes in temperature quickly crack porcelain insulators if at all faulty or not properly baked.

#### POWER PLANTS

A list of power plants in operation, furnished by the courtesy of the Head Engineer of the Department of Water Power and Electricity, is on file at the



Department of Trade and Commerce, Ottawa, where it is available for reference to interested Canadian firms on application to Director, Commercial Intelligence Service (quoting file No. 24918). This gives the most complete details for exporters, showing the equipment actually in use.

#### SWITCHES, ETC.

Switchboards must have all conductors at least 5 cm. from the wall and be backed with fire protection, such as asbestos. No automatic switches should be used with ground wires. Single and double switches should have a contact surface carrying capacity of at least 4 amperes; triple pole and groups of switches at least 6 amperes. Switches in wooden cases may be used having a maximum current carrying capacity of 35 amperes and a working pressure of 220 volts. Motors, it is said, with a consumption of over one kilowatt must be provided with automatic releases in their respective starting equipments. Metal-covered uninsulated switches are prohibited.

#### CARBONS

There is a fair demand, it would seem, for special carbons for the projectors of moving pictures; these might be marketed through local film houses to the two hundred odd moving picture houses in Java.

#### ELECTRICAL MACHINERY

The greater number of electrical machines are supplied direct by Holland, while Germany, the United States, and Japan have delivered considerable quantities. Of generating plant, Holland supplies about 50 per cent of the total imports, while the United States, Great Britain, and Germany are also well represented.

#### CONDUITS

Metal conduits must be galvanized and smooth finished. Through walls and floors seamless conduits painted with white lead are to be used. Seamed conduits are not to be bent, or if so the seam must be underneath. Bent conduits must have a radius of at least 8 cm. at each bend. A common size of seamed conduit in use would appear to be  $\frac{5}{8}$ -inch and seamless  $\frac{3}{4}$ -inch in diameter.

#### OPPORTUNITIES FOR GENERAL ARTICLES

There is not a large demand for bells and buzzers. There is a fair demand among the Chinese and Javanese for cheap Japanese-made electric torches, with which Canada cannot compete. There is only a limited demand for electric irons, but Canada ought to be able to supply them. Lamps are generally of Dutch origin, and it would be extremely difficult to sell against these with any financial success. Cartridge fuses are said not to be popular because of their cost. There is no real call at present for cooking and heating appliances, as far as the writer could ascertain. Storage batteries in this climate have a difficult time and must be imported inert. There are surprisingly few electric fans in use in the Netherlands East Indies as compared with the Straits Settlements. The Dutch seem to dislike them and some of the best hotels are without them. An American ceiling fan at time of writing is being brought into Singapore, in the Straits Settlements, for \$24 c.i.f., to compete against a well-known Italian make, but the American is said to lack finish, design and durability.

## SAMPLES

Samples of all installation materials such as wires, conduits, insulators, etc., should be deposited at Bandoeng in order that they may be approved by the authorities. The type of installation proposed should be shown where necessary.

## ELECTRIC LAMPS

While not far short of 100,000 dozen oil lamps, hanging and wall, were imported last year, the demand for electric lamps in the cities is growing. It is true last year importations fell to a value of 182,738 guilders from the previous year's 436,288 guilders. But under normal conditions this demand can be expected to increase. The supply is controlled from Holland, and it is very doubtful whether Canada can compete.

## METAL TELEGRAPH POLES

From time to time there is a demand for metal telegraph poles and electric light standards. As municipalities take up these improvements, the demand should expand. The type required is similar to those seen in Holland and Germany. The latter country would seem to have done the bulk of the supplying.

## ELECTRIFICATION IN SUGAR PLANTS

Perhaps future employers of hydro-electrical power in Java will be found in the sugar industry. At the present time this phase of the market has not been developed. A demand might be created through the installation of small electrically-driven lighting plants as auxiliary units for sugar factories during the dull season.

## ECONOMIC CONDITIONS IN THE NETHERLANDS

## TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, February 7, 1924.—The economic situation in the Netherlands is now in marked contrast to the general feeling of uncertainty which prevailed throughout 1923. This feeling—largely based on the doubt which existed as to the ability of the Germans to maintain the stability of the new renten-mark—has been replaced by one of confidence in the probable realization of Germany's ambition in this matter.

During the period when the mark was rapidly depreciating, German funds to large amount were transferred, in many and various ways, into Holland, and large guilder accounts created and held here. It was realized that the first signs of stability in Germany's currency would synchronize with the commencement of a natural movement towards Germany of these German-owned accounts. To prevent a too sudden movement to any extent of these funds—for it was believed, generally, that the effort that has been made since November to stabilize German currency was bearing good fruit—the Nederlandsche Bank decided to raise its rate, first to 4½ per cent on December 12 and again to 5 per cent on January 24.

In addition to impeding the transference of German-owned accounts, these decisions have retarded the increasing tendency in Holland to purchase American securities. However, money for fixed interest-bearing investments is not yet accumulating in any amount, since recently both Amsterdam and Rotterdam municipalities had to offer six per cent bonds in order to negotiate loans of ten million guilders each.

*Industrial Conditions.*—The industrial situation does not appear to be improving, except in isolated instances, and unemployment is still increasing.



*Foreign Trade.*—Statistics continue to show improvement in the country's foreign trade. During December imports were valued at 175 million guilders, a reduction of two million from the imports of November, while exports increased from 126 million guilders in November to 128 million guilders in December. The trade for the year 1923 shows an improvement on the previous year. Imports were valued at 2,009,000,000 guilders, while goods to the value of 1,313,000,000 guilders were exported; in 1922 the figures were 2,028,000,000 and 1,221,000,000 guilders respectively.

A trade agreement with Finland has finally been ratified by both countries and its provisions became effective January 27.

*Exchange Fluctuations.*—During January the Dutch florin quotations reflected the general movement of European exchanges. However, the decline of the French franc played a most important part in the fluctuation in value experienced by the guilder during the month. During this period a heavy demand arose for United States funds, which caused the rate for United States dollars to rise from 2.62½ on December 28 to 2.70½ on January 15; but to-day February 7, it is quoted to 2.66, evidencing a slightly decreasing demand for United States funds, to which end a number of factors have contributed.

*Stock Exchanges.*—Increases in freight rates with a slight improvement in business has stimulated interest in shipping shares. Petroleum shares failed to hold interest, probably as a result of the British Government's decision not to dispose of their holdings of Anglo-Persian stock. Sugar shares enjoyed a firmer market, while more interest was shown in tobacco. Great interest has been and is being shown in the shares of German enterprises, such as mining companies, banks, and the big steel and chemical concerns. In general, however, these stocks are subject to violent fluctuations in value.

## BUSINESS AND FINANCIAL CONDITIONS IN BELGIUM

### TRADE COMMISSIONER A. STUART BLEAKNEY

Brussels, February 4, 1924.—Imports into Belgium for November were slightly higher than for the previous month, while exports were slightly lower. Imports from the United States for November showed a considerable increase. For the year, however, shipping tonnage at Antwerp was two millions greater than in 1923.

The Belgian Federated Industries have issued figures showing the following percentages of production in the several industries, as compared with pre-war figures, as follows: coal, 102; coke, 115; cast-iron, 83; crude steel, 88; steel castings, 108; textiles, 80; cotton, 100; wool, 106. Unemployment is practically non-existent. The further drop in the franc continues to stimulate Belgian industry through increased export demand.

In the glass industry, while shipments to Canada and the United States have fallen off a little, heavy orders from Japan are probably responsible for this. The iron and steel industry, while still prosperous, is experiencing competition from Lorraine, and uncertainty as to the quantity and prices of production from the Ruhr is producing a certain reserve amongst buyers. There is no shortage of coal in Belgium at present.

On the Stock Exchange, the usual activity which accompanies a fall in exchange has been evident, industrial shares being principally in demand. Government and other fixed dividend bonds were offered very freely and long-dated issues especially slumped. Iron and steel shares remained stationary. Money is plentiful.

The Société Générale de Belgique, the most powerful financial group in Belgium, showed a profit of 35,224,736 francs in 1923, against 21,091,221 francs in 1922.

## THE ITALIAN GLASS INDUSTRY

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, January 17, 1924.—Increased activity in the Italian glass industry is confined principally to the production of blown sheet glass, moulded sheet glass, white glass, blown and moulded and goblet work, Murano artistic glassware and Venetian beads. The bottle industry in Italy has experienced considerable depression owing to reduced demand, and strong competition from Czecho-Slovakia.

The total annual output of blown sheet glass now amounts to some four million square metres, as compared to a pre-war production of about five million square metres. Six "Fourcault" machines have now been installed in a Milan sheet-glass plant, and arrangements have been completed for the opening at Naples next month of a works equipped with "Empire" machines, while a plant provided with machinery for drawing glass is to be opened shortly at Turin.

The present consumption in Italy of rough moulded sheet glass (cathedral moulded, and net types in general) is estimated at about one million square metres annually. The Italian output of this glass exceeds the domestic demand by about one-third.

Some sixty-three factories are engaged in the production of white glass, blown and moulded, and goblet work. Table glass, decanters and liquor bottles are among the specialties manufactured, while crystal, which is not as yet made in Italy, is imported from Belgium and France, and coloured glassware is in the main imported from Czecho-Slovakia.

Some 5,000 people are employed in the Venetian bead industry, but present fashions have occasioned a diminution in the demand for this article. The factories engaged in the manufacture of Murano artistic glass have already booked more orders than they can turn out this year. Classical and antique designs are copied in this industry and are to a large extent exported to America and Great Britain.

## INDUSTRIAL DEVELOPMENT OF SOUTHERN ITALY

ASSISTANT TRADE COMMISSIONER MR. A. F. MACEachern

Milan, January 17, 1924.—The Italian Government has undertaken to construct during the next five years, 620 miles of new carriage roads in the Calabrian provinces, and to improve railway communications between southern and northern Italy. Approved land reclamation schemes for this section are to be allotted immediately to the consortiums organized for carrying them out, and arrangements have been completed whereby the Deposit and Loan Bank will advance loans to the provinces on especially favourable terms for the construction of the aqueducts necessary to ensure an adequate water supply. Provision has also been made for the erection of school buildings in 35 communes.

The construction of artificial lakes in the Sila Plateau is now well under way. The plateau covers an area of some 450 square miles, and reaches an altitude varying from 4,160 to 6,080 feet. Dams are being built forming two lake basins to contain respectively 500 million cubic feet and 200 million cubic feet of water, which are to be connected by a tunnel over a mile in length, piercing the Monte Nero. These works are designed to supply a constant average of 160,000 horse power. Five electric central stations will be fed by this hydraulic power, the largest of which will generate a constant average of 85,000 horse power, and will be equipped with engines of 140,000 horse power.



Two storage dams will be built with irrigation canals and ditches to serve an area of 24,000 acres in the Piana di Cotrone, where land reclamation schemes are now being undertaken. Low-rate power will be carried from these works by three main cables at a tension of 150,000 volts to Sicily, the Naples district, and Apulia, as well as supplying the industrial requirements of the Calabrian provinces. The first central station capable of generating 100,000 horse power is expected to be in operation by the end of the year 1925.

## PLACE OF THE SMALL MANUFACTURER IN EXPORT TRADE

The following is an address by Mr. F. L. Freudeman, Secretary-Treasurer of the Sterling Rubber Company, Guelph, Ont., delivered at the recent course in Export Trade at the University of Toronto, and is reprinted from the *Sports Goods Journal of Canada*:—

"While it is true that amongst the larger manufacturers, whose sales will permit, or whose product requires individual attention, there must be prospects of sufficient business to warrant the establishment of special organizations, or, at least, the expense of sending special representatives before such a step should be considered, this is not the case with the small manufacturer, or those whose products can be handled to advantage in connection with other goods.

"There are hundreds of articles made in Canada which can be exported to advantage, and at very little more expense than it takes to sell the same goods in Canada.

"The argument is often used, that our small manufacturers cannot compete with the larger producers in the world's markets. In fact, this is the reason given by a great many Canadian manufacturers for not attempting foreign business. But from our experience in foreign markets, I would say that a majority at least of the goods produced in Canada can be exported to advantage. This is particularly true of products which are light in weight and not too bulky for transportation by parcel post. In other words, any product which, as a complete unit, can be packed ready for shipment, and weighing less than eleven pounds.

### SMALL MANUFACTURERS HAVE CERTAIN ADVANTAGES

"These small manufacturers have advantages which, oftentimes, will more than offset any differences in prices offered by the larger producers. For instance, a small manufacturer can produce special goods exactly to the requirements or customs of the foreign customer quicker and to better advantage. Special orders can be put through the small plant, where they would mean an important addition to the output, while the larger manufacturer is unwinding red tape and preparing changes necessary for production of goods different from his usual output. The large manufacturer has always to consider whether it pays him to make special runs of quantities which are not important to him, and usually special goods can be made much cheaper in a small plant than a large one.

"Furthermore, no matter how well established a product may be in any country, there is always a demand for competitive goods and, with quality the best, certain quantities (usually sufficient to be of importance to the small manufacturer) can be sold regularly with the prospect of continually increasing sales, provided the quality and service given are always the best. By no means is price the only consideration in the foreign markets. Service in the way of prompt shipments, properly packed and close attention to proper documents,

is an equal consideration. The small manufacturer can keep in closer touch with his product and his service in the way of deliveries and proper documents, than his larger competitor.

#### WORK OF DEPARTMENT OF TRADE AND COMMERCE

"It must be admitted, of course, that none but the largest concerns could afford to attempt foreign trade without the aid of some organization outside their own business. That is why our Department of Trade and Commerce has been developed to its present efficiency. Who could possibly afford or even wish for a better organization of trained salesmen in every part of the world, or for a more complete bureau of information than is offered free to every Canadian exporter through the Department of Trade and Commerce? Our Trade Commissioners are all first-class salesmen and thoroughly trained to find and interest the best outlets for every Canadian product. Our own experience in many cases has been that these Commissioners have been able to effect far better connections for us than we could have done for ourselves, to say nothing of the saving to us in time and expense.

#### PERSONAL EXPERIENCES

"Let me give you some experiences of what might be called a one-man concern, in obtaining foreign business on goods of a unit value averaging about 60 cents, and with foreign shipments averaging in value about \$175. That is the average value of all the shipments we have made to foreign countries during the last three years. We have established representatives in every British Dominion, the latest being at Singapore, as well as in Mexico, Argentine Republic, Brazil, Algiers, Egypt, Italy, France, Belgium, Sweden, Denmark, Holland, Palestine, Roumania, China, and Japan. Every one of these representatives were secured through the Department of Trade and Commerce.

"Our usual procedure is to write the Trade Commissioner in the country where we wish to export, giving him complete information as to our products. We send him pamphlets illustrating and describing our products, a sample of the goods we wish to export, and our best export prices. We suggest the lines with which our goods can be most easily handled. The Commissioner, being in close touch with importers, is usually able to recommend a first-class agent at once or, as often happens, will send us a list of prospects, with detailed information as to the lines they handle, financial standing or references, etc. We then correspond direct with such prospects, keeping the Commissioner fully advised with copies of our letters. The Commissioner is also able to advise us whether it would be best to place our goods exclusively with one importer or appoint a commission agent and endeavour to interest every importer in the market. Local conditions, area and population of the country are factors to be considered. The Commissioner, having made a close study of these conditions, is especially fitted to give sound advice on these points.

"Our usual arrangement is to appoint a commission agent who solicits orders at prices we set. Such orders are sent to us to be shipped and billed direct from the factory. Our terms are usually draft drawn at time of shipment, payable at sight or, in some cases, thirty or sixty days' draft, depending on conditions and the customs of our customers. After we receive returns from these drafts, our agent is credited with his commission. It will be seen that the agent will watch his customer's credit closely, since non-payment of the draft means the loss of his commission. Of course, we make it a point to check up references given or obtain reports through the excellent services offered by some of our Canadian banks, and take every precaution against loss.



## GOODS SOMETIMES SENT DIRECT TO BANK

"Where there is any doubt, we have often sent our goods, especially on initial orders, addressed direct to some bank in the customer's city. We make draft on the customer through the same bank, requesting the bank to give our customer an order releasing the goods upon payment of the draft. In this way parcel post deliveries can be made with the same facility and safety as a shipment by freight or express. Sight draft B/L attached. Our experience has been that very few of our drafts are returned unpaid. Outside the additional time it takes to receive the proceeds, there is practically no additional expense to us on foreign drafts over the charges applying on Canadian drafts.

"Any manufacturer whose products can be sent parcel post should have no difficulty whatever in obtaining some foreign business. With definite postal and parcel post insurance rates to every country, and knowing the weight of the product put up in convenient packages, it is easy to figure the laid-down cost in any country. Many an order can be had on the basis of a definite price delivered to the customer in competition with lower priced goods on which the customer must figure and take a chance on transportation costs. We all know that we would rather purchase an article at a known cost than take a chance on the unknown factor of cost of transportation. After all, if we view foreign business from the standpoint of the foreign purchaser and remember that he is only human and buys many supplies from the source causing him the least inconvenience, we must see that the simpler and easier we can make such transactions, the more success we will have in the foreign field, just the same as in the home market.

## STANDARD PARCEL POST CONTAINER

"For our own products, we have worked out a standard parcel post container which has been approved by the Post Office Department. We know exactly what the maximum quantity of each class of our products will weigh in these packages. We have definite parcel post insurance rates to every country. We can, therefore, easily figure the exact laid-down cost of any of our products. I should like to say just a word as to our policy regarding prices to the foreign trade. We consider foreign business primarily, as a means of keeping our organization and equipment fully employed. If we can keep our plant running full time and obtain for our exported goods the cost of production and our overhead expenses, we feel justified in taking sufficient foreign business to keep fully employed. We believe that it is far better to at least earn our overhead expenses and keep our organization fully employed, with the production sold outside of Canada, than leave our plant idle when not busy with home market requirements. On this basis we are at least employing our help at full time and bringing new money into Canada.

"Our experience in foreign markets during the past ten years has convinced us that:—

It pays to keep in close touch with the Department of Trade and Commerce. Read their bulletins and request further information regarding inquiries for your products.

By all means get every Commissioner thoroughly familiar with and properly sold on your products. Send them copies of all your advertising matter, put them on your mailing list for all direct-by-mail advertising, and have the courtesy to acknowledge their efforts to assist you by keeping them advised of your activities in their market.

Answer correspondence promptly, and never make a promise to a foreign customer you cannot keep. It is far better, and you will be building goodwill, to frankly advise a prospect if you cannot make prompt deliveries rather than make promises or to solicit business which you are prepared to ship promptly only during slack seasons.

Keep everlastingly after your prospects until you have established your business with them. Then make your connections permanent by giving them the very best in quality and service.

Remember "it is the squeaky wheel that gets attention."

"The results of this policy in our case has been continual production, day and night, at our plant during the past three years. More than 30 per cent of our output is sold outside of Canada, and we have never seen one of our present foreign representatives or customers."

## NOTES ON CEYLON'S FOREIGN TRADE IN 1923

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, January 24, 1924.—According to figures supplied by the Ceylon Chamber of Commerce, the leading features of the foreign trade of the island for the year 1923 have been the increased volume of tea exported at high prices and the marked expansion in the imports of piece goods, metals, cement, and tea and rubber chests.

Ceylon's buying capacity depends primarily on the prosperity of her tea industry, and in 1923 both the volume and the value of her tea exports considerably exceeded that of either of the two previous years. In 1923 over 181,000,000 pounds of black tea were exported, as compared with 169,000,000 pounds in 1922, and 160,000,000 pounds in 1921. As tea prices remained high during the year, it is probable that Ceylon's 1923 crop has been the most valuable in the history of her tea industry.

Rubber is Ceylon's second industry, and exports of this commodity, owing to the operation of the restriction scheme, declined in volume to 83,130,000 pounds, as compared with 106,102,000 pounds in 1922. Prices, however, remained steady throughout the year and on the whole the industry proved profitable. Exports of most of Ceylon's other products, such as cocoa, cinnamon, cocoanut products and coir products were fairly satisfactory.

Ceylon's imports consist chiefly of piece goods and metals, and in both these classes of goods the imports during 1923 showed considerable increases over the two previous years. Imports of cotton piece goods in 1923 amounted in value to roughly \$8,000,000, as compared with a value of \$6,000,000 in 1922. Imports of nails and rivets, galvanized iron, and barbed wire were greater in volume in 1923 than during the previous two years put together. The imports during 1923 of hoop iron amounted to 29,000 cwt.; of angles and rods, 10,500 cwt.; of nails and rivets, 32,000 cwt.; of galvanized iron, 132,000 cwt.; of barbed wire, 18,000 cwt.; and of tea lead, 900 tons. Nearly 500,000 cwt. of cement were imported in 1923, as compared with 330,000 cwt. in 1922 and less than 200,000 cwt. in 1921. Nearly 2,000,000 tea and rubber chests were imported in 1923, as compared with 1,100,000 in 1922 and less than 600,000 in 1921. Japan now supplies over 80 per cent of these chests, while the remainder come from the United Kingdom.

## REVIVAL OF THE WHALING INDUSTRY IN THE SOUTHERN SEAS

Mr. B. Millin, Commercial Agent in Sydney, New South Wales, writes under date January 10, 1924, that for many years the industry of whaling in the South Seas was a very important one, but, with the exception of a Norwegian expedition operating a few years ago on the coast of Australia, with its headquarters at Jervis Bay, 60 miles south of Sydney, the industry has gradually declined. An endeavour is now, however, being made to resuscitate the business, and a whaling fleet has just left Hobart for Ross Sea with that purpose in view. It consists of the parent ship, the *Sir James Clark Ross*, a vessel of 12,500 tons displacement, formerly known as the *Mahronda*, and three small vessels. The parent ship is fitted with tanks of 56,000 barrels of oil, and also bottom tanks for water storage, and at the end of the season, if wanted, for oil. Both Norwegian and Swedish capital is interested in the company controlling the expedition, which it is expected will extend to over a period of four months.



## DON'TS IN FOREIGN AGENCY AGREEMENTS

The Commercial Laws Division of the United States Department of Commerce has compiled a list of 50 "Don'ts" in connection with foreign agency arrangements, from which the following are excerpted:—

Don't spend all your ingenuity upon the formulation of a fool-proof contract, and then go and leave the selection of your agent to chance. A wise choice is worth a thousand clauses.

Don't grant your agency to a foreigner unless you have thoroughly tested his loyalty to your house and your line. Blood is thicker than water.

Don't grant your agency on any sentimental grounds whatever. Sentiment and business do not mix. Commonsense and business make a good mixture.

Don't let your agent coax you into departing from sound principles. Many a bad debt has been accumulated by letting the agents collect the money from customers.

Don't be jealous if your agent makes money. He cannot do so without benefiting you.

Don't tempt your competitor's agent to drop his connection and to come in with you. You cannot expect loyalty to yourself if you undermine loyalty to another.

Don't grant your agency to a concern that will just "sew you up" and then sell the goods of a foreign competitor.

Don't let your agent register your trade-mark in his name unless you know him well enough to give him the combination of your safe and a key to your safe-deposit box.

Don't pay attention to candidates for your agency if the reports obtained are merely fair in a negative way or vaguely free of downright adverse criticism. "Believed to be honest" is not enough. It means merely that the candidate has never been in gaol.

## NEW STEAMSHIP SERVICE BETWEEN MONTREAL AND VANCOUVER

Messrs. McLean, Kennedy, Limited, general Canadian agents of the Houston Lines of steamships, announce that a new direct service between Montreal and Vancouver, as the terminal ports on the Atlantic and Pacific coasts of the Dominion, is about to be inaugurated. The service will be maintained by four first-class steamers of around 8,000 tons cargo capacity, with an average speed of 12 knots, namely, the *Halizones*, *Harmonides*, *Harmodius*, and *Haliartus*. These vessels are part of a fleet of ninety high-class British steamers operating regular line services to various parts of the globe, and controlled by the Houston Lines and Clan Line.

The present intention is to maintain regular monthly sailings, commencing April 15 from Vancouver, and May 10 from Montreal, and these sailings will be further increased as the business develops. It is understood that the Houston Lines have already contracted for a considerable amount of cargo over the season from both Vancouver and Montreal, eastward and westward, and freight rates will be maintained at a level which will be advantageous to Canadian shippers using the water route via the Panama Canal.

Arrangements have also been made to continue this service during the winter months via St. John, N.B., as the terminal port in Eastern Canada, so that shippers can now rely on an all-year-round regular service between the Atlantic and Pacific.

## STEAMSHIP SERVICE TO BE INAUGURATED BETWEEN CANADIAN PORTS AND WEST AFRICA

Messrs. Elder Dempster & Company, Limited, Montreal, announce that they intend to inaugurate a steamship service between Canadian ports and British West Africa, provided a minimum of 500 tons of cargo is booked. It is intended that the steamships of the South African line, en route to Cape Town, shall be diverted to call at Freetown, Sierra Leone, where cargo will be transhipped for Seccondee, Accra, Lagos, and Port Harcourt. The first sailing will take place early in May.

The total imports into the British colonies of West Africa, as shown in recent statistics, were valued as follows: Nigeria (1922), £10,302,645; Gold Coast (1921), £6,816,757; Gambia (1919), £1,144,000; and Sierra Leone (1922), £1,342,115. The trade of Canada with British West Africa for the past three years was as follows:—

	1921	1922	1923
Imports .. . . .	\$ 16,915	\$126,972	\$303,416
Exports .. . . .	130,857	134,423	259,167

Wheat, flour, canned salmon, whisky, pneumatic tires, automobiles, and coal are among the products recently exported from Canada to West Africa. Mr. W. J. Egan, in his detailed report on *West Africa and Its Opportunities for Canadian Trade*, published in 1921, gives details regarding products other than those above mentioned which should find a market in these colonies. These include cabin bread; dried fish; beer; preserved meats—some Canadian lines of which were spoken of most favourably; chocolates; canned fruits—"if Canadian packers are in a position to ship regularly and consistently, so that supplies can be depended upon every year, and not when the Dominion is overstocked only"; preserved vegetables; building materials; lumber such as pitch pine and spruce; cement—which will figure very largely in the bulk imports for many years to come; furniture k.d.s.; boots and shoes; paper; and various lines in enamelware and general hardware.

For requirements for the public services in West Africa, it is necessary for Canadian manufacturers to keep in touch with the Crown Agents for the Colonies, 4 Millbank, Westminster, London, through their own agents in England or by the regular and systematic supply of data, showing their own ability to compete with any other source of supply.

Canadian firms who are interested in the markets of West Africa are specially referred to Mr. Egan's report, copies of which may be obtained by interested Canadian firms on application to the Director, Commercial Intelligence Service, Ottawa.

## BRITISH AND FOREIGN TARIFFS DISTRIBUTED

Boards of Trade and associations of a similar kind in Canada, also Collectors of Customs, may arrange with the Department of Trade and Commerce to be placed on the mailing list to receive customs tariffs and supplements thereto, as published from time to time by the International Bureau for the Publication of Customs Tariffs, Brussels, Belgium. It is expected that, as far as practicable, tariffs distributed in this way will be made available for examination by firms interested in export trade. The tariffs are obtainable in the English or French language.



**OCEAN MAIL SERVICES**

<i>With mails for</i>	<i>Steamer</i>	<i>Sailing from</i>	<i>Date</i>
Great Britain and Countries via Great Britain.	† <i>Paris</i> .....	New York .....	Mar. 12
" " " .....	- <i>Montrose</i> .....	St. John .....	Mar. 14
" " " .....	† <i>Aquitania</i> .....	New York .....	Mar. 15
" " " .....	- <i>Melita</i> .....	St. John .....	Mar. 19
" " " .....	- <i>Montlaurier</i> .....	St. John .....	Mar. 21
" " " .....	† <i>Olympic</i> .....	New York .....	Mar. 22
" " " .....	- <i>Marburn</i> .....	St. John .....	Mar. 22
" " " .....	- <i>Regina</i> .....	Halifax .....	Mar. 23
Union of South Africa .....	* <i>Calumet</i> .....	St. John .....	Mar. 30
Denmark .....	* <i>Kentucky</i> .....	St. John .....	Mar. 23
Germany .....	* <i>Grey County</i> .....	St. John .....	Mar. 12
" .....	* <i>Bosworth</i> .....	St. John .....	Mar. 19
Bermuda, Leeward Islands, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, British Guiana, Venezuela.	<i>Chignecto</i> .....	Halifax .....	Mar. 14
St. Kitts, Antigua, Barbados, Trinidad, British Guiana .....	* <i>Canadian Squatter</i> .....	Halifax .....	Mar. 21
Bermuda, Bahamas, Jamaica, Colombia, British Honduras .....	* <i>Canadian Fisher</i> .....	Halifax .....	Mar. 13
Jamaica and Colombia .....	* <i>Caledonia</i> .....	St. John .....	Mar. 12
China and Japan .....	<i>President Jackson</i> .....	Victoria .....	Mar. 9
" " .....	<i>Alabama Maru</i> .....	Victoria .....	Mar. 10
" " .....	<i>Tyndareus</i> .....	Victoria .....	Mar. 13
" " .....	<i>Empress of Australia</i> .....	Vancouver .....	Mar. 20
" " .....	<i>President Jefferson</i> .....	Victoria .....	Mar. 21
Australia and New Zealand .....	<i>Tahiti</i> .....	San Francisco .....	Mar. 26
Australia only .....	<i>Ventura</i> .....	San Francisco .....	Apr. 8

† Letter mail only. \* Parcel Post and specially addressed correspondence only.

- Papers, parcel post and specially addressed correspondence only.

The *Melita* will also be used for direct mail for the continent including direct Parcel Post to France and Belgium.

The *Marloch* scheduled to sail on March 8th is cancelled.

**TENDERS INVITED****New Zealand**

Auckland, January 28, 1924.—Copies of drawings and specifications have been received from Mr. W. A. Beddoe, Canadian Trade Commissioner at Auckland, for equipment for the Public Works Tenders Board and the Post and Telegraph Department, Wellington. These drawings and specifications are open for inspection at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, and the Stores Manager, Post and Telegraph Department, Wellington, in accordance with these specifications.

**PUBLIC WORKS DEPARTMENT**

No.	Date of closing	Particulars
S.M. 186	July 29, 1924	Lake Coleridge Power Scheme.—Section 146. 2 turbines complete with governors; 1 set spare parts and tools; 2 main valves complete as specified; 2 generators complete as specified; 1 spare set of field coils; 1 spare set of armature coils and insulating materials; 1 spare rheostat and one dozen spare rheostat grids complete with operating motor; 1 spare set of field brush-holders and brushes; 1 set of spanners and special tools; 1 complete bearing-shell (two halves) for each type of bearing; 2 sets of temperature-indicating coils, leads and indicator complete; services of supervising engineer.

**POST AND TELEGRAPH DEPARTMENT**

Stores 13/8	April 2, 1924	3,000 cords, switchboard, red, 3 conductor, 7-ft. between bindings, to specification No. 87 and drawing; 3,000 cords, switchboard, white, 3 conductor, 7-ft. between bindings, to specification No. 87 and drawing; 3,000 cords, switchboard, green, 3 conductor, 7-ft. between bindings, to specification No. 87 and drawing.
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## Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Commonwealth Postmaster General's Department at Melbourne and Sydney. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 28865).

Tenders in conformity to the specifications should be addressed to the Deputy Postmaster General at Melbourne, Victoria or Sydney, New South Wales, according to the respective schedules.

Particulars of the requirements are briefly outlined thus:—

## COMMONWEALTH POSTMASTER GENERAL'S DEPARTMENT

No.	Date of closing	Particulars
N.S.W. 69	March 27, 1924	Supply and delivery of 2 miles of signal cable and 34 miles of insulated wire, as specified.
W.1.	Apr. 14, 1924	Supply and erection at Wave Hill, Northern Territory, of a radio station with necessary spare parts or, alternatively, the supply and delivery f.o.b. Sydney, N.S.W., of all necessary equipment and apparatus exclusive of masts and guys for such station, as specified.
Vic. 306	Apr. 29, 1924	Supply and delivery of 33½ tons of Telegraph Paper Tape, to samples and as specified.

## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING FEBRUARY 25, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 25, 1924. Those for the week ending February 18, 1924, are also given for the sake of comparison.

	Parity	Week ending Feb. 18, 1924	Week ending Feb. 25, 1924
Britain . . . . .	£ 1.00	\$4.4187	\$4.442
France . . . . .	Fr. 1.	.0428	.4465
Italy . . . . .	Lire. 1.	.0420	.4483
Holland . . . . .	Florin. 1.	.3842	.3861
Belgium . . . . .	Fr. 1.	.0367	.3871
Spain . . . . .	Pes. 1.	.1310	.1310
Portugal . . . . .	Esc. 1.	.0334	.3618
Switzerland . . . . .	Fr. 1.	.1786	.1792
Germany . . . . .	Mk. 1.	.238	.....
Greece . . . . .	Dr. 1.	.0183	.0177
Norway . . . . .	Kr. 1.	.1361	.1357
Sweden . . . . .	Kr. 1.	.2684	.2615
Denmark . . . . .	Kr. 1.	.1618	.1643
Japan . . . . .	Yen 1.	.4765	.4664
India . . . . .	R. 1.	2s. 3155	.3178
United States . . . . .	\$ 1.	1.0304	1.03375
Mexico . . . . .	\$ 1.	.4933	.4962
Argentina . . . . .	Pes. 1.	.3426	.3579
Brazil . . . . .	Mil. 1.	.1262	.1266
Roumania . . . . .	Lei 1.	.198	.....
Jamaica . . . . .	£ 1.	4.4361	4.4502
British Guiana . . . . .	\$ 1.	} .9042—.9338	
Barbados . . . . .	\$ 1.		
Trinidad . . . . .	\$ 1.		
Dominica . . . . .	\$ 1.		
Grenada . . . . .	\$ 1.		
St. Kitts . . . . .	\$ 1.		
St. Lucia . . . . .	\$ 1.		
St. Vincent . . . . .	\$ 1.		
Tobago . . . . .	\$ 1.		
Shanghai, China . . . . .	Tael 1.	.7496	.7468
Batavia, Java . . . . .	Guilder 1.	.3709	.3747
Singapore, Straits Settlement . . . . .	\$ 1.	.5251	.5273



## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

230. CEREALS.—A Belgian importer is desirous of acting as representative for Canadian exporters of oats, barley and wheat.

231. CODFISH.—An Argentine importer wishes to receive quotations from Canadian exporters of codfish.

232. CANNED GOODS.—A Belgian firm are desirous of communicating with Canadian exporters of canned fruit and vegetables.

233. DRIED FRUIT.—A well-known Belgian importer of dried fruit desires to represent or purchase, as occasion may warrant, evaporated apples, apricots and plums.

234. CHEESE.—A Belgian importer desires to be put in touch with Canadian exporters of cheese.

### Miscellaneous

235. OILS AND FATS.—A firm in Manchester would like to receive quotations, c.i.f. Manchester, on oils and fats.

236. AUTOMOBILE ACCESSORIES, ETC.—An Argentine importer wishes to represent a Canadian manufacturer of automobile lubricating oils and greases, automobile accessories such as head lights, wind screens, fans, etc., motor launches, pumps, electric lighting sets, and domestic electric appliances.

237. ELECTRICAL MATERIAL.—A firm in Ghent are desirous of receiving quotations, with catalogues, for electrical material, high and low tension, also electrical heating apparatus.

238. ASBESTOS.—A Manchester firm wish to represent manufacturers of asbestos.

239. ASBESTOS.—A Belgian manufacturer of roofing material desires to purchase direct asbestos of all kinds.

240. ASBESTOS.—A Belgian manufacturer of heating apparatus and refrigerators would like to receive quotations with samples for asbestos fibres, asbestos millboards, asbestos cord, and asbestos insulators.

241. DENTAL EQUIPMENT.—An Argentine importer wishes to receive catalogues and price lists from Canadian manufacturers of dental equipment, everything included in a complete dental installation.

242. PORCELAIN CLAY.—An old-established firm of Belgian manufacturers of glazed wall-tiles are desirous of receiving quotations for porcelain clay.

243. DISINFECTANTS.—An Argentine importer wishes to receive quotations from Canadian manufacturers of disinfectant suitable for the lavatory, washing trees, and sheep dip.

244. GRANITE AND MARBLE.—A Brussels importer desires to receive offers from Canadian firms with a view to representation.

245. TOILET PAPER.—An Argentine importer wishes to receive samples and quotations from Canadian manufacturers of toilet paper.

246. PAPER, CARDBOARD.—A Belgian wholesale dealer in paper and cardboard desires to hear from Canadian manufacturers of transparent paper, glazed paper, and cardboard.

247. LUMBER.—A Belgian importer of lumber wishes to know prices and nature of Canadian wood for building purposes and cabinet-making.

248. LUMBER.—A Belgian importer desires to receive quotations for oak, pitch pine, and cedar wood.

249. LUMBER.—A Belgian firm wish to import Canadian pine, cedar, walnut, elm, fir and ash.

250.—MINERALS.—A commission house in Antwerp desires to open business connections with Canadian exporters of minerals, particularly copper and nickel.

251. MINERALS.—A commission agent in Antwerp is desirous of hearing from Canadian firms exporting iron pyrites, copper pyrites, manganese, plumbago, zinc, nickel, cobalt, and tungsten.

252. ORES.—A firm in Brussels would like to receive quotations c.i.f. Antwerp for all metal ores containing copper and lead and their residues, lead sulphate, sulphate of arsenic, also gold and silver ore.

253. MINERALS.—A well-established firm of Belgian importers desire to purchase direct minium, ochres, oxide of iron, mica for paint making, sienna and pigments.

254. CHEMICALS; ALUMINIUM INGOTS.—A Brussels importer of chemical products would like to receive offers of chrome salts, caustic potash, carbonate of soda and caustic soda, chrome ore in the form of oxide and bioxide; also aluminium ingots, either rolled or in rough state.

255. RUBBER GOODS.—A Brussels firm desire to represent or purchase, as occasion may warrant, rubber articles, hose, boots and shoes; also balls and toys.

256. LEATHER BELTING, ETC.—A Belgian importer is anxious to open up business connections with Canadian manufacturers of leather belting, leather belting fasteners, wood pulleys, and other articles used in the leather industry.

257. FURS.—An Antwerp firm desire to purchase all kinds of Canadian furs.

258. FURS.—A well-established firm in Brussels are anxious to open up business connections with some Canadian exporters of silver fox, black fox, beaver, squirrel, etc.

259. FURS AND SKINS.—A Belgian dealer in furs interested in the Canadian market would like to import red fox, mink, squirrel, sables, beaver and opossum.

260. PAINTS AND VARNISHES.—A wholesale dealer in paints and varnishes desires to open up business relations with Canadian firms manufacturing the above articles; also paint with basis of white lead and oxide of zinc.

261. WIRE, CORRUGATED IRON, ETC.—An Argentine importer wishes to receive quotations and catalogues from Canadian manufacturers of all kinds of wire, corrugated iron, and plain galvanized iron.

262. MACHINERY, ETC.—A London firm of engineers claiming a good connection among buyers are open to represent Canadian manufacturers of machine tools, woodworking machinery, agricultural machinery, and engineering supplies generally.

263. SEWING MACHINES.—An Argentine importer wishes to receive catalogues and price lists from Canadian manufacturers of sewing machines.

264. HOUSEHOLD UTENSILS, ETC.—A Brussels dealer desires to purchase direct enamelled household utensils, enamelled or galvanized kitchen articles, etc.; also industrial articles such as receptacles for acids or other chemical products.

265. COTTON AND WOOL WASTE.—A firm in Manchester would be pleased to receive quotations on all classes of cotton and woollen waste.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.



## PROPOSED SAILINGS FROM CANADIAN PORTS

*Subject to change without notice. The sailing dates are approximate.*

### From St. John

- To LIVERPOOL.—Marloch\*, March 8; Montrose, March 14; Montclair, March 21. Montclair\*, March 28; Montcalm, April 4; Montclair, April 18—all of the Canadian Pacific Steamships, Ltd.
- To LONDON AND HULL.—Arianof, March 4; Comino†, March 18; Cornish Point, April 15—all of Furness Line.
- To LONDON AND ANTWERP.—Canadian Ranger, March 12; Canadian Conqueror\*, March 26—both of Canadian Government Merchant Marine.
- To LONDON AND HAMBURG.—Balfour†, March 11; Bothwell†, March 19; Bosworth†, March 29—all of Canadian Pacific Steamships, Ltd.
- To LONDON AND HAVRE.—Hastings County, Intercontinental Transport Services, Ltd., March 31.
- To HAMBURG AND HAVRE.—Brant County, April 11; Essex County, April 17—both Intercontinental Transport Services, Ltd.
- To LONDON AND ROTTERDAM.—Welland County†, Intercontinental Transport Services, Ltd., April 12.
- To CHERBOURG, SOUTHAMPTON AND ANTWERP.—Melita\*, March 19 and April 16; Minnedosa\*, April 2—both Canadian Pacific Steamships, Ltd.
- To GLASGOW.—Metagama\*, March 7 and April 5; Marburn\*, March 22 and April 19; Marloch\*, April 12—all of Canadian Pacific Steamships, Ltd.
- To GLASGOW AND AVONMOUTH.—Kastalia†, March 22; Cabotia†, March 29; Lakonia, April 11—all of Anchor-Donaldson Line.
- To MANCHESTER.—Manchester Brigade\*, March 8; Manchester Producer\* March 22; Manchester Division, April 5; Manchester Corporation\*, April 19—all of Manchester Line.
- To CARDIFF AND SWANSEA.—Canadian Mariner, March 4; Canadian Commander\*, March 20; Canadian Victor\*, April 3—all of the Canadian Government Merchant Marine.
- To BELFAST AND DUBLIN.—Melmores Head, March 4; Fanad Head, April 5—both of Head Line.
- To BORDEAUX.—Lisgar County, Intercontinental Transports, Ltd., March 22.
- To HAMBURG.—Porsanger, International Transports, Ltd., March 26.
- To ROTTERDAM AND HAMBURG.—Grey County†, Intercontinental Transports, Ltd., March 12.
- To SCANDINAVIAN AND BALTIC PORTS.—Kentucky, Scandinavian-American Line, March 23.
- To MELBOURNE, SYDNEY, AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Virginia, New Zealand Steamships, Ltd., March 20.
- To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Trevelan, New Zealand Steamships, Ltd., March 20.
- To BERMUDA, BARBADOS, TRINIDAD AND DEMERARA.—Borden†, March 13; Berwyn†, March 29—both of Canadian Pacific Steamships, Ltd.
- To RIO DE JANEIRO, SANTOS, MONTEVIDEO AND BUENOS AIRES.—A steamer, Houston Line, March 15.
- To BERMUDA, ST. KITTS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—A steamer, Royal Mail Steam Packet Co., March 16.
- To CAPE TOWN AND SOUTH AFRICAN PORTS.—Calumet, Elder-Dempster Line, March 25

### From Halifax

- To GLASGOW.—Cassandra, April 1; Saturnia, April 15—both of Cunard Line.
- To LIVERPOOL AND GLASGOW.—Vedic, March 30; Canada\*, April 5—both of the White Star-Dominion Line.
- To LIVERPOOL AND BELFAST.—Regina\*, White Star-Dominion Line, March 23 and April 26.
- To LIVERPOOL.—Doric, White Star-Dominion Line, April 12.
- To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter, March 7; Canadian Otter, March 21; Canadian Runner, April 4; Canadian Carrier, April 18—all of Canadian Government Merchant Marine.
- To BERMUDA, NASSAU, KINGSTON AND BELIZE.—Canadian Fisher, March 13; Canadian Forester, April 3—both of Canadian Government Merchant Marine.
- To BERMUDA, ST. KITTS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Chignecto, March 14; a steamer, March 28—both of the Royal Mail Steam Packet Co.

\* Cold storage.

† Sirocco fans.

To CUBA AND JAMAICA.—Caledonia, March 12; Andalusia, March 26; Caledonia, April 9; Andalusia, April 23—all of Pickford & Black, Ltd., Halifax.

To PLYMOUTH, CHERBOURG AND LONDON.—Andania, March 31; Antonia, March 3 and April 14—both of Cunard Line.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Canadian Challenger, March 22; Canadian Cruiser\*, April 22—both of Canadian Government Merchant Marine.

### From North Sydney, N.S.

To NEWFOUNDLAND.—Kyle, Newfoundland Government Railway Commission, tri-weekly (Tuesday, Thursday and Saturday).

### From Vancouver

To AVONMOUTH.—Canadian Highlander, Canadian Government Merchant Marine, March 25.

To MANCHESTER.—London Shipper, Furness, Withy & Co., March 5; Governor, Leyland-Harrison Line, March 27.

To LIVERPOOL, LONDON, ROTTERDAM AND ANTWERP.—Loch Gail\*, Royal Mail Steam Packet Co., middle of March; Dinteldyk, Holland-America Line, early April.

To BORDEAUX, HAVRE AND ANTWERP.—Michigan, French Line, March 12.

To SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Traveller\*, Canadian Government Merchant Marine, March 11.

To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Royal Mail Line, March 14.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Makura, March 7; Niagara, April 9—both of Canadian-Australasian Royal Mail Line.

To SYDNEY AND MELBOURNE.—Hauraki, Canadian-Australasian Royal Mail Line, April 12.

To AUCKLAND, SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Inventor, Canadian Government Merchant Marine, April 11.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI AND HONG KONG.—Arizona Maru, Osaka Shosen Kaisha Line, March 21.

To YOKOHAMA, KOBE, SHANGHAI AND HONG KONG.—Empress of Australia, Canadian Pacific Steamships, Ltd., March 20.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, March 6; Empress of Asia, April 10—both of Canadian Pacific Steamships, Ltd.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Protesilaus, March 17; Achilles, April 14—both of the Blue Funnel Line.

To YOKOHAMA AND KOBE.—Iyo Maru, March 10; Hakata Maru, March 27; Tokiwa Maru, April 15—all of the Nippon Yusen Kaisha Line.

To YOKOHAMA.—Canadian Prospector, Canadian Government Merchant Marine, April 5.

To YOKOHAMA AND SHANGHAI.—Canadian Winner, Canadian Government Merchant Marine, March 20.

To MONTREAL.—A steamer, Houston Line, about April 15.

### From Victoria

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Makura, March 8; Niagara, April 10—both of Canadian-Australasian Royal Mail Line.

To YOKOHAMA, KOBE, HONG KONG AND MANILA.—Protesilaus, April 3; Achilles, April 24—both of Blue Funnel Line.

To YOKOHAMA, KOBE, SHANGHAI, HONG KONG AND MANILA.—President Jackson, March 9; President Jefferson, March 21; President Grant, April 2; President Madison, April 14; President McKinley, April 26—all of the Admiral Oriental Line.

To YOKOHAMA, KOBE, NAGASAKI AND SHANGHAI.—Arizona Maru, Osaka Shosen Kaisha, March 22.

To MONTREAL.—A steamer, Houston Line, about April 16.

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\* Cold storage



## COMMERCIAL INTELLIGENCE SERVICE

(For List of Canadian Trade Commissioners and Commercial Agents, see back page)

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### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London.  
Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

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#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

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#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

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### ENLARGED CANADIAN TRADE INTELLIGENCE

Under an arrangement made by the Minister of Trade and Commerce with the Secretary of State for the Colonies, the services of the British Commercial Diplomatic Officers, as well as those of British Consuls, will be available for Canadian firms, who are at liberty to apply direct to them for information as to the possibilities of sale of Canadian products, the method under which business is conducted, and the best means of getting into touch with markets. The arrangement referred to applies to all countries in which Canada is not represented by her own Commercial Intelligence Service.

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### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

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### BRITISH TRADE COMMISSIONERS SERVICE

In connection with the British Trade Commissioners Service which is now established in British possessions overseas, the British Government has placed the services of the Trade Commissioners at the disposal of Canada, especially in those overseas British possessions where Canada has no representatives of its own.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColi, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2184,  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also  
for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancomac.*

#### Denmark

B. S. Webb, Raadhushplassen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of the  
Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watmill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num.  
126-bis, Mexico City. Office, Edificio Banco de  
Londres y Mexico, Num. 30. *Cable Address,  
Cancomac.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street,  
Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements. British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol.  
*Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scot-  
land. (Territory covers Scotland and Ireland.)  
*Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.



# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce of Canada

Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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## FINANCIAL AND BUSINESS CONDITIONS IN AUSTRALIA

Mr. D. H. Ross, Canadian Trade Commissioner in Melbourne, sends under date March 1, 1924, the following cable descriptive of financial and business conditions in Australia:—

"Oversea trade of Commonwealth for six months ended December comprised imports £70,091,815 and exports £53,910,296, total trade aggregating £124,000,000 with adverse balance of £16,181,000. Subscriptions to internal Commonwealth Conversion Loan of twenty millions sterling reported coming in freely with favourable prospects of successful result. Marked reduction in production of canned fruit in 1924 season through disastrous visitation of the Rutherglen fly in important growing areas, hence entire quantity available for export estimated not to exceed 150,000 cases. Large sales of wheat made to South Africa, and fair quantities for shipment to Japan and England at about 4s. 7½d. per bushel free aboard, with tendency to easier quotations. South African orders for flour up to average, and considerable quantities sold for England, China and Japan. The market is steady though millers work to capacity; prices about £9 10s. per ton in 150-pound sacks free aboard. General import trade from Canada and United States is slow, although volume of business is normal, caused chiefly by adverse exchange thus giving United Kingdom a double preference in conversion rates and lower duties. Climatic conditions generally excellent and outlook normal."

## EXTENSION OF MANUFACTURE OF SCREWS IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 28, 1924.—One of the oldest and best known English firms engaged in the manufacture of screws (Messrs. Guest, Keen & Nettlefold) has decided to establish branch works in Australia. The managing director of the concern which is located at Birmingham, England, is at present in Australia and is reported to have chosen a site for a factory in close proximity to Melbourne.

The screws manufactured by this particular firm have for many years enjoyed a large sale in this country, but no doubt the increasing number of small establishments, which have been brought into existence in Australia by the present customs duties, influenced their decision to also manufacture here as a means of permanently retaining their trading connections.

The Australian duty on spiral screws is  $27\frac{1}{2}$  per cent net on the British product and 44 per cent net if from any other country, but certain screws for wood, sash screws, etc., are admitted free and at 11 per cent according to country of origin.

## NEW AGRICULTURAL MACHINE: AN AUSTRALIAN INVENTION

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 28, 1924.—The short article appearing under the above heading on page 749 of *Commercial Intelligence Journal* No. 1032 (November 10, 1923) has brought forth requests from Canada for further details of the invention.

In response to an inquiry from this office, the Austral Auto-Cultivators Limited, Moss Vale, New South Wales, have supplied the following description of the machine in detail, which is submitted for general information:—

### DESCRIPTION

The Auto-Cultivator does its work by means of cutting blades, which operate in much the same way as an ordinary hoe. These blades are attached radially to spindles and revolve by power transmitted direct from the engine, which is built into the chassis of the machine. Each spindle carrying the cutting blades is mounted crosswise to the direction of travel and can be raised or lowered to regulate the depth of cut. Change speeds are provided so that the length of cut taken by each hoe can be varied from  $2\frac{1}{2}$  inches up to 10 inches. This enables the machine to make a good seed bed in hardest of ground and will also do good work when the ground is too soft and sticky for any other plough to work.

Auto-Cultivators are being made in four different sizes to suit the various classes of work. The chassis of all the machines may be used as an ordinary tractor.

"A" type Auto-Cultivator takes a cut 15 feet wide and up to  $6\frac{1}{2}$  inches deep. It is made in five sections, each 3 feet wide. Each section automatically rises to clear stumps and the like. The transmission is all shaft and spurgear and is fitted with English roller bearings throughout. All gears are cut from the best material and are of ample strength. The working parts right back to the cutting blades are enclosed in dustproof cases and running in oil. The engine is 40-h.p., especially built for heavy work, and runs on kerosene. Ploughing 4 inches deep in land in fair ploughing order, the "A" type Auto-Cultivator is guaranteed to plough three acres per hour and use not more than one gallon of kerosene per acre. The machine will also plough and leave a good seed bed in land in any order, but the speed is slower in difficult ground.

A seed drill is being supplied to attach to the cultivator, and also a header which fits direct on to the chassis of the machine, the cultivator being removed. The working parts of the header are driven direct from the engine through the same gearing as the cultivator when it is working. The chassis can also be used as an ordinary tractor and with angle bars on the wheels will pull as much as any other wheel tractor of 40-h.p., but it is much more effective on direct-driven machines. It has speed gears varying from one to five miles per hour.



"B" type is suited for deep ploughing and for working under heavy conditions such as sugar cane growing, clearing prickly pear, briars, blackberry, and other noxious growths from the land. The chassis is a short, handy tractor which can be easily manœuvred into awkward places for working amongst timber and the like. The revolving cutters work with the machine, moving either forward or backward. The cultivator takes a cut 5 feet wide and up to 15 inches deep or deeper if special hoes are used. It is fitted with a 25-h.p. engine.

"C" type is suited for general farm work on a medium scale. It cuts 7 feet wide and up to 8 inches deep. It is fitted with a 25-h.p. engine.

"D" type is suited for orchard work, cotton growing, and any other light farming. It takes a cut 3, 4 or 5 feet wide, whichever is required, and up to 7 inches deep. It is fitted with a 20-h.p. engine. This machine will plough about one acre per hour under average conditions.

It is further stated that the machine is patented in Canada, and that the patentees are desirous of disposing of their rights to a reputable manufacturing firm in the Dominion. The Canadian patent is numbered 231770/23 and is described as a rotary hoe cultivator. Interested Canadian manufacturers should communicate direct with the Austral Auto-Cultivators Limited, at the address given, if information as to terms of sale is desired.

## TIMBER TRADE OF THE STATE OF VICTORIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 28, 1924.—Statistics recently issued by the Timber Merchants' Association of Melbourne and Suburbs on the timber trade of Victoria during the year ended June 30, 1923, indicate much greater activity in building than in the previous year. Similar figures are not compiled in other Australian states, but those given below for Victoria may be taken as a reflex of the Australian timber trade in general.

Apart from large quantities of native hardwoods used, the consumption of imported timber in Victoria during the year ended June 30, 1923, amounted to 127,192,000 superficial feet, or an increase of 43,587,000 as compared with the previous year. Imports totalled 141,366,000 superficial feet as against only 66,475,000 in 1922. With a carry over of 33,457,000 feet on hand at the end of 1922, the trade thus had 174,823,000 feet available during 1923. Deducting consumption, it is computed that the stocks on hand on June 30, 1923, aggregated 47,631,000 superficial feet.

The following comparative tables of imports, consumption, and stocks on hand during the years ended June 30, 1922 and 1923, compiled by the association, illustrate the varieties of imported timber in general use in Victoria and the extent to which each is in demand:—

	IMPORTS	
	1922 Super. Feet	1923 Super. Feet
Red deals . . . . .	337,000	1,952,000
Baltic floorings, etc., dressed . . . . .	15,839,000	55,417,000
Spruce and hemlock . . . . .	3,672,000	11,451,000
Douglas fir (Oregon) . . . . .	23,950,000	39,519,000
Sugar and yellow pine . . . . .	236,000	957,000
Redwood . . . . .	2,713,000	16,121,000
New Zealand Kauri pine . . . . .	1,895,000	3,174,000
New Zealand white pine, etc. . . . .	17,833,000	12,764,000
Clear pine . . . . .	.....	11,000
Total . . . . .	66,475,000	141,366,000

## CONSUMPTION

	1922 Super. Feet	1923 Super. Feet
Red deals . . . . .	434,000	1,175,000
Baltic floorings, etc., dressed . . . . .	26,764,000	46,878,000
Spruce and hemlock . . . . .	2,966,000	7,902,000
Douglas fir (Oregon) . . . . .	26,100,000	38,403,000
Sugar and yellow pine . . . . .	620,000	922,000
Redwood . . . . .	10,643,000	15,202,000
Dressed American shelving . . . . .	25,000	17,000
New Zealand Kauri pine . . . . .	791,000	1,812,000
New Zealand white pine, etc. . . . .	15,243,000	14,905,000
Clear pine . . . . .	19,000	9,000
Total . . . . .	83,605,000	127,192,000

## STOCKS ON HAND ON JUNE 30, 1922 AND 1923

	1922 Super. Feet	1923 Super. Feet
Red deals . . . . .	269,000	1,046,000
Baltic floorings, etc., dressed . . . . .	7,248,000	15,787,000
Spruce and hemlock . . . . .	732,000	4,281,000
Douglas fir (Oregon) . . . . .	6,737,000	7,853,000
Sugar and yellow pine . . . . .	593,000	628,000
Redwood . . . . .	3,245,000	4,164,000
Dressed American shelving . . . . .	30,000	13,000
New Zealand Kauri pine . . . . .	2,716,000	4,078,000
New Zealand white pine, etc. . . . .	11,871,000	9,730,000
Clear pine . . . . .	16,000	18,000
Pacific pine logs . . . . .	.....	33,000
Total . . . . .	33,457,000	47,631,000

Present indications are that the above figures will show a marked expansion at the close of the current statistical year on June 30, 1924. While quantities are not yet recorded, the value of the timber imported into the whole of Australia during the first five months (July to November) is officially given as almost double that of the corresponding period of 1923.

## TRADE CONDITIONS IN THE UNITED KINGDOM

## TRADE COMMISSIONER HARRISON WATSON

London, February 15, 1924.—It seems inevitable nowadays that any indication of distinct improvement in the trade of this country shall be immediately countered by a recrudescence of labour trouble or other complications of a damaging nature. At the end of last year there was general agreement that signs of greater activity, both in home and foreign business, were in sight, and within the following fortnight the inland transportation of the country was tied up by a strike of the railway engine drivers, which not only temporarily dislocated all industry, but curtailed home trade, and, it is stated, also led to the cancelling of important foreign orders upon the plea of delivery. At the moment the United Kingdom is menaced by another calamity in the pending strike of dock labourers.

The recent rapid rise in prices, and the resulting increase in cost of living, which continued throughout January, is an important factor in these fresh labour disputes, and as this tendency is also connected with the fall in the dollar value of the pound sterling and new Continental exchange declines, adjustment is difficult. It is certain, however, that these constant interruptions are extremely disastrous, in so far that they hold up the improvement in export trade which is so urgently needed in order to restore the prosperity of United Kingdom trade, and indeed their continuation is a menace to the future welfare of the country.



In illustration of this, considerable alarm has been expressed by British engineering firms over the loss of three orders which Governments who usually draw their supplies from Great Britain have placed with foreign firms. To be specific, the Government of India has bought locomotives from Germany, the Egyptian Government Railways have placed an order in Italy for locomotives, and the Government of the Union of South Africa has accepted the tender of a German manufacturer of steel rails, fish plates, etc. As British manufacturers have been securing this business for years past, and moreover in most cases adherence to British standards is a condition of the contract, these developments afford a striking example of the altered conditions against which they have to contend. Upon the other hand, it should be generally known here that the Indian Government for some time past has taken steps to widen potential sources of supply by opening competition to practically all manufacturers wishing to quote, upon the condition that they rigidly adhere to the specification called for; and resulting from the increased cost of production in the United Kingdom and other considerations, it seems probable that many other regular customers will adopt similar methods, which will eventually lead to deviation from British standards.

Incidentally, the recent decline in sterling and most Continental currencies is also disadvantageous to Canadian export trade to this country, more particularly as regards manufactured goods, in so far that it renders it practically impossible for Canadian shippers to meet the reduced prices which their European competitors are able to quote.

As far as the United Kingdom is concerned, it would appear from reports emanating from the leading centres that the outlook for greater activity in the home market is still good, provided that it is not throttled by fresh labour troubles.

The official figures for overseas trade relating to January are fairly satisfactory, because the chief feature, a falling off in the value of imports of £7,931,122 in comparison with December, is mainly attributable to reduced arrivals of foodstuffs, a matter which is always influenced to some extent by the shipping movements of the particular month. British exports are the same as in December, but there was a growth of £3,000,000 in re-exports.

#### PROBABLE INCREASED DEMAND FOR LUMBER

The announcement made by the new Government that it has decided to deal vigorously with the problem of housing, and in that connection to erect a large number of houses, is of interest to Canada as indicating an increased demand for imported lumber in the immediate future. It seems, however, well to explain that there is no likelihood of the adoption of wooden houses; and indeed public authorities and private persons appear to continue to regard the wooden house as unsuitable for this country, except in the case of bungalows and purely pleasure buildings. In any event the quantity of wood required for interior and similar purposes in connection with the proposed housing schemes must be considerable.

The importation of timber supplies is entirely conducted by important firms of timber brokers located in London and other centres, so that any Canadian exporters who are not already in touch with such firms and wish to participate in any business which may be offering should communicate with the timber brokers and not with local authorities or dealers.

## THE FLOUR IMPORTING TRADE OF SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, February 15, 1924.—By reason of the system of baking practised in Scotland—that is, the use of the quarter and half sponge—and the high quality of the popular loaf, the Scottish bakers use far more imported flour than do the English. The English bakers adopt the short process, for which in general they find the home-milled flour more suitable. The Scottish baker likes to do his own blending and to buy flours of individual character on which he can rely. The Scottish market therefore, in proportion to population, is a much more important one to the Canadian export miller than the English, and indeed is probably the most important there is, having regard to the numbers of the consuming population.

There are no figures compiled separating the imports of flour into Scotland from those of the rest of the United Kingdom, but it is gratifying to realize that the calendar year 1922 witnessed the Dominion's emergence into first place as the supplier of flour to Great Britain, the United States dropping to second place, the position being maintained in 1923. In the three years 1921, 1922, and 1923 the United States supplied approximately 7.9, 4.5, and 3.8 million cwt. respectively, valued at 9.4, 3.6, and 2.7 million sterling. Canada in the same year shipped 5.8, 6.5, and 5.5 million cwt., valued at 7.1, 5.3, and 3.9 million sterling respectively, and Australia, the third in importance, 1.3, 1.7, and 1.7 million cwt., worth 1.6, 1.3, and 1.2 million sterling respectively. While the total imports into the country progressively dropped during this period, it will be noted that the fall in total values was much more pronounced than the volumes, indicating a progressive fall in prices. While the total imports declined in value by over 4,000,000 cwt., or 25 per cent in the two years, and nearly £11,000,000 in value, imports from the United States declined to an astonishing degree, in fact by over 50 per cent in volume; imports from Canada in the two years declined less than 6 per cent in volume, and those from Australia increased 29 per cent in volume. It will be realized that the figures of imports from the United States are considerably swollen by imports of Canadian flour shipped from United States ports, and the imports from Canada therefore are in reality correspondingly greater.

In considering the position of Canada in the flour market in the United Kingdom, statistical information published in the Dominion usually draws and confines attention to the relative positions of Canada and the United States, but the rising importance of Australia in this regard cannot be overlooked.

### The Flour Importing Trade for 1923

Mr. Andrew Law, of the well-known firm of Messrs. Crawford & Law, Glasgow, flour importers, has provided the writer with his views on the present situation. Mr. Law says:—

"Nothing sensational has occurred during 1923 to disturb the ordinary flow of flour to meet the ordinary demands of the trade. But while that is so, taking the trade in the mass, the fundamental change in the sources of supply which has been gradually developing for some years has become so pronounced that it demands attention. For many long years in the records of the flour-importing business, this change has been going on. Older members of the trade will recall the time when Hungarian flour was at the head of the procession. Hungarian flour is now merely a memory. Bakers who for years avowed that they could not make a good loaf without Hungarian flour, had gradually to abandon it, American flour, both spring and winter, taking its place. Then American for many long years was first, and the others nowhere. But American



spring wheat flour during recent years has been steadily supplanted by Canadian spring wheat flour, and the best that America can now do in the way of spring wheat flour shipments is to mill Canadian wheat under hampering regulations, and to export the product in competition with the mills situated on the Canadian side of the border. American red winter wheat flour, which at one time came almost entirely from the American Southwest, and which was then known as St. Louis flour, was gradually displaced by the same kind of flour coming from the soft winter wheat states nearer the line of lakes. American hard winter wheat flour, a close competitor with Canadian and Northwestern American spring wheat flour, was for many years a leading ingredient in the Scottish loaf. But partly as a result of the industrial development of the American Southern States, and the consequent growing market to be found there, what is known as Kansas flour followed St. Louis flour into a market which is more convenient to them than the United Kingdom market. The poor quality of the hard wheat flour shipped from the American Southwest from the 1921 crop delivered another blow at the British importers' business in Kansas flour, so that flour of this class, so far as British markets are concerned, suffered the most sudden eclipse that any type of flour has ever suffered. Whether the 1923 crop will reinstate flour of this type in the market or not is a question as yet undetermined, but there is much leeway to make up.

"During the past year the trade in spring and winter wheat flour from the Pacific Coast, greatly stimulated during the war, and facilitated by the easy access to our markets afforded by the Panama Canal, has become irregular. In the first place, there are too many varieties of wheat on the Pacific Coast within a narrow territorial radius. Consequently millers, forced to buy the cheapest class which happens to be available for the time being, have had to blend their wheats to a greater degree than is common in other parts of the United States and in Canada. But those synthetic flours, blended to an analyst's formula, and probably showing identical results on analysis, have not brought out precisely the same results when handled by practical bakers. Consequently, an impression of irregularity has been created, which has told to some extent against the reputation of a meritorious type of flour. In addition to this, the natural and probably most profitable markets for Pacific Coast flour have been found on the eastern coast of Asia and in other markets on the shores of the Pacific Ocean, so that those flours have never been so steadily offered at competitive prices as to give them a prominent hold in British markets.

"The diminished acreage under soft winter wheat in Canada along with the increase in the population of Eastern Canada, has made the trade in what is known as 90 per cent patent, a once highly favoured type of flour, so erratic and uncertain that this flour is now never offered steadily throughout the year. Similar conditions surround the trade in those Ohio and Indiana flours which many years ago displaced St. Louis flours. The wheat acreage there is practically maintained, but the home demand has almost overtaken the production.

"But as certain types of flour disappear, other types take their place. Milling in Australia, as in Canada, received a great impulse from the war. Australian flour, which a few years ago was neglected because little known and little understood, has now for many purposes taken the place of most of the other flours bought for colour. There is no wheat-growing area in the world which produces such a fine quality of wheat, and there is little variety of type in Australian wheat, but one district with the same seed may produce a flour of higher gluten content, and of finer gluten quality than another. Those are things which every flour importer understands and which every baker by experience knows. But, generally speaking, buyers are as safe with flour shipped from Western Australia as with flour shipped from New South Wales, although the two states are a continent apart.

"The competition of home-milled flour with Canadian flour is on the whole an equal competition. The home miller, buying Canadian wheat and milling it here, has normally some advantage over the Canadian miller in so far as he gets a better price for his feed, and he has also a slight advantage in so far as wheat from Canada carries relatively a lower freight than flour, although this is not so in the case of wheat and flour coming from the United States. But the home miller is usually handicapped in grinding Australian wheat by the fact that Australia, having an enormous dairying and cattle-feeding industry, the price of feed there is usually as high as it is in Great Britain, and at times very much higher, so that the Australian shipper of flour not only gets a better price for his feed, but he has the advantage over the wheat shipper in this, that the wheat shipper has to pay freight on the feed, which sells at a low price in the United Kingdom, while at the same time the Australian shipping legislation has, at least for the present, fixed the freight on wheat and flour at the same level. Those advantages, and not dumping, are responsible for Australian millers being able frequently to undersell British millers grinding Australian wheat, and give some advantage to the flour importer here. Continuity of supplies is the essence of success in the flour-importing business, but Australian millers, having almost a world choice of markets, naturally devote attention to the market which pays them best for the time being, and thus it happens that for long periods Australia is out of the British market as a seller of flour, and this at times gives the home miller the advantage. However, on a broad view of the whole flour situation, one comes inevitably to the conclusion that the two sources of supply, which are likely for many years to be the most important for the flour importer, are Canada for spring wheat flour and Australia for winter wheat flour. It happens at the same time that flours of those types work so well together in the Scottish loaf that they are likely to hold this lead, to the satisfaction, not only of the baker of bread, but to the consumer. It used to be thought, and old-experienced Australians say so still, that Australia generally is subject to a severe drought about once in seven years. The seven-year period is now long past, but for some unexplained reason no drought has happened. It is within the memory of the writer that at the last drought period Australia was so far from being self-supporting in the matter of bread and flour that a good deal of American spring wheat flour was shipped from the Pacific Coast to Melbourne. Some of it was unsold when the drought broke, and the market collapsed. It was ultimately reshipped from Melbourne, sent to this country, and sold in Glasgow. It therefore left Minneapolis, crossed half of the American continent, crossed the Pacific, came through the Mediterranean, was sold and baked in Glasgow, and eaten in Dennistoun (Glasgow). Such are some of the curious experiences which surround a trade, not specially profitable, but if not lucrative, everlastingly interesting and educative.

"The course of prices during the past year in the regular leading types of flours, namely, Canadian spring, American winters, and Australian flours, do not show anything like the variations of the preceding year. Canadian hard spring patents averaged 39s. 9d. in January, the highest month; 35s. 3d. in July, the lowest month; with an average for the year of 37s. 3d. American soft winter flour also reached the highest monthly average for the year in January, with 42s. 3d.; the lowest in September and October, viz. 36s. 6d.; with a year's average of 39s. 10d. Australian ordinary straight grades went to 38s. 9d. as a monthly average in January, dropped to 33s. 10d. as the average for August, and show a year's average of 36s. 3d.

"As to the future of prices, nobody who has any experience of the trade will dogmatize on that. Russia, which has been practically out of the market as a wheat exporter for nine years, is finding her way back. The Argentine crop



is good and the Australian crop fair. The American visible supply is heavy, and it looks as if Canada has got nearer to the 500 million level than was at one time anticipated. Everybody sees those things. Consequently, everybody expects lower prices. But those lower prices are so obvious, and so many people are waiting and preparing for them, that it is as likely as not that the present level may turn out to be low enough. Certainly wheat at American and Canadian terminal points at less than a dollar per bushel is at a price disastrous to the farmer who grows it, and no person in the world can expect to live long at the expense of the growers of wheat. That is the position at present."

Attention is drawn to a number of inquiries for Canadian flour connections from firms of the first class in Scotland and Ireland printed in this issue (page 360) which have recently reached the Canadian Trade Commissioner at Glasgow.

## DISTRIBUTION AND PRICES OF AGRICULTURAL PRODUCE IN THE UNITED KINGDOM

TRADE COMMISSIONER J. FORSYTH SMITH

Liverpool, February 11, 1924.—The Departmental Committee of the British Ministry of Agriculture and Fisheries on the Distribution and Prices of Agricultural Produce have issued their final report, which contains some interesting comments. [A summary by Mr. Forsyth Smith of the interim report, in so far as it affected fruit, was published for the benefit of Canadian exporters in Apple Supplement No. 28 to the *Commercial Intelligence Journal*, copies of which are still obtainable on application to the Director, Commercial Intelligence Service, Ottawa.]

They present statistics showing that agricultural products began to rise in price at the outbreak of the war, and continued to rise, without intermission, until April, 1920. A sharp decline in agricultural prices occurred in 1921, and the decline continued with few interruptions to the date of the final report. Statistical tables and diagrams showing the percentage increase in the market prices of agricultural produce, in wholesale commodity prices, in retail food prices, and in the cost of living since 1915 are given, and commenting upon the information therein, the committee remark that the farmer's main concern "has been, and must be, to reduce costs of production." "The cost of feeding stuffs and fertilizers has declined, but in his efforts to reduce his labour bill the farmer is confronted with the position that the fall in the cost of living has failed to keep pace with the fall in the market value of agricultural produce generally. That is to say, the prices realized by the farmer for the goods he produces have been relatively lower during the past two years than the prices which he and his employees have to pay for food and other commodities bought retail."

The committee regard the question whether the spread between producer's and consumer's price could be diminished as a vital one to both producer and consumer, and express the definite opinion that it is unjustifiably wide, and that distributive costs, as a whole, are a far heavier burden than society will permanently consent to bear. They do not subscribe to the opinion that middlemen as a class are rapacious, and that existing systems of marketing and distribution are chaotic, but they have no doubt that if the present system were carefully examined by those who are primarily interested in it, whether as producers or distributors, modifications could be introduced that would render it more efficient and less costly. In some trades there are now too many profit-making agencies engaged in the process of distribution. Public interests demand a more determined effort to bring about reform and to increase the efficiency of the marketing and distributive machinery as a whole.

To the producer, the committee point out the need that greater attention should be given to the conditions governing the marketing, transport, and sale of his produce, and it is suggested that in the new circumstances of world competition the individual producer must cultivate the "marketing sense," and that representative organizations of producers should make it their business to study closely the systems of marketing and distribution in order that they may by organization and collective bargaining, on either a local or a national basis, secure for their constituents the most favourable terms in competition with well-organized supplies from other parts of the world.

"Standardization is the first principle of modern commerce. It enables goods to be bought and sold on the faith of their description; it renders valid a comparison of prices between lot and lot, and between market and market; it is the essential foundation of advertisement. The increasing penetration of attractive, high-class, and well-graded produce from abroad into the very heart of the countryside points to the standardization of produce as the one essential preliminary to successful competitive trading under modern conditions. The British producer must break the inertia of custom; standardization, with organization, is the direction in which he must set his future course."

Apart from instances which have been cited in interim reports of charges for distribution which should be capable of immediate reduction, the committee are of opinion that "distributors as a whole must be prepared not only to modify their margins in future as the cost of materials, labour, transport, and other incidental items fall, but in the meantime to make a concerted and conscientious effort through their various organizations, most of whom either actually came into existence or were immeasurably strengthened as a result of war conditions, to increase the effectiveness of their trades and to work steadily forward in the direction of devising less expensive methods and of adapting their trading policies to the fundamental requirements of economical distribution. It is in their own interests to do so. At present most of these organizations appear to exist mainly for the purpose of trade defence, and their activities are largely protective and propagandist in character. Few have any marked constructive tendencies; fewer still have learned to abandon a purely sectional for a wide and progressive national outlook."

Altogether, the committee consider that the position of the traders in agricultural produce during a period of acute depression in the producing industry has been an enviable one, and it is by no means certain that traders have served their more permanent interests by maintaining gross profits of the dimensions which have been common during the last two years.

The general impression which the committee have received from the evidence is that the railway companies should now pursue a far more progressive and adaptable attitude towards agriculture. The companies are realizing the benefits of more efficient organization by combination, and can now, if they will, get into more intimate and effective touch with the special needs of agriculture. Railway rates, the report asserts, at present stand at a level of approximately 50 per cent above those of 1914. From the farmers' point of view, these rates are a direct or indirect charge against the gross price which they realize for their produce, and to that extent reduce their profit. In many cases, the gross prices received show only slight increases as compared with those obtaining before the war, while in some cases prices are actually below the pre-war level. Under the Railway Acts, the value of the commodity carried is one of the factors to be taken into consideration in fixing rates, and there seems to be an urgent need for the revision of rates applicable to certain classes of produce, the prices of which are low, in order that those charges may form at any rate no heavier proportionate charge than those obtaining before the war.



In considering the question of retail distribution, the committee have been impressed by the fact that the State control of prices and supplies during the war period has profoundly disturbed the normal trading outlook of the great majority of retail distributors. A loss of touch with values led to the gradual abandonment by consumers of the practice of discriminating in their purchases between one retail establishment and another, and, in thus renouncing their customary watchfulness, they stultified competition, and so forfeited their one effective safeguard against imposition. Subsequently the absence of competition was accentuated by the introduction of food coupons, which tied consumers to one particular distributor. In the same way the fixing of distributors' profit margins by the Ministry of Food, which was an essential feature of control, destroyed in course of time the initiative of the private trader. The resulting lassitude did not vanish with the control that produced it, but showed a tendency to persist. The fact that consumers, by force of circumstances, are regaining their pre-war interest in retail prices, whereas retailers have not yet wholly moved out of the atmosphere of control, is largely responsible for the present uneasiness among consumers in regard to food prices generally. That the residuary and benumbing influence of control will in course of time disappear is beyond question. Its disappearance can be accelerated only by steady and unremitting pressure on the part of producers and consumers. As long as consumers refrain from exercising the right of discrimination between retailer and retailer, the committee remark, they must accept a measure of responsibility for high retail charges.

Dealing at considerable length with co-operation as a means of improving the farmer's position, the committee state that "the application of co-operative organization to farming generally is far less straightforward and simple than is popularly supposed. An added difficulty is the independence of the farmer himself, who, by tradition and environment, is accustomed to depend on his own efforts. The result is that farmers tend to compete with one another and thus depress the price of their own produce, without affecting materially the position of their overseas competitors who, in the market, combine to function more and more as a limited number of large-scale trading units."

The view of the committee is that the more ambitious schemes of co-operative marketing and distributing produce by farmers direct to consumers, through admirable in their conception and intent, are fraught with considerable risk, and should be very cautiously applied. In the present stage of development it is better to wait and to aim at co-ordinating the activities of societies with the existing distributive machinery, concentrating rather on a country-wide organization of production, on the co-operative standardization of supplies, and on a general straightening out and systematizing of the primary or wholesale marketing process on up-to-date and co-operative lines.

### IMPORTATION OF MEDICINES INTO RUSSIA

Mr. L. D. Wilgress, Canadian Government Trade Commissioner at Hamburg, has forwarded to the Department of Trade and Commerce copy of regulations governing the importation and sale of medicines in Russia. Among other things, it is provided that in order to import medicines as defined it is necessary to obtain permission from the Commissariat for Public Health, Department for Supply. Four samples, together with literature and a description of the medicine and a clinical report, if such is available, must accompany the application for import permit.

## CONDITIONS OF THE BRUSH AND BROOM TRADE IN ENGLAND

TRADE COMMISSIONER J. E. RAY

Manchester, February 18, 1924.—Perhaps the most remarkable feature of the broom and brush trade last year was the large increase of imported products. In 1913 the imports were 1,919,448 dozens; in 1919 they were 2,969,091 dozens; and 3,799,878 dozens last year. These figures are all the more astonishing when it is borne in mind that domestic manufacturers were straining every nerve to meet external competition, and that trade generally in Great Britain was seriously depressed. Only a negligible quantity of the imports was brought in for re-exportation.

### DECLINE OF CANADIAN IMPORTS

It is regrettable to note that imports of brooms from Canada have fallen off considerably from 8,162 dozens in 1920 to 624 dozens in 1922. There are no statistics published at present to show the countries of origin in 1923. Germany, of course, is mainly responsible for this decline. Imports from that source advanced from 1,756 dozens in 1920 to 19,216 dozens in 1922. Canadian manufacturers are fully aware that against German competition their chances are poor. Imports from the United States were also adversely affected on account of German, Belgian, Italian and Czecho-Slovakian competition. It would hardly pay Canadian producers to devote attention to the British broom market at present.

With regard to household brushes, German and Belgian competition has erected a barrier against transatlantic competition during the last three years. In 1920, British imports were 483,277 dozens; in 1922 they were 995,809 dozens, or more than double the quantity of the two years previously. Purchases from Canada and the United States declined considerably; while purchases from Germany advanced by more than 300,000 dozens, and from Belgium by over 130,000 dozens. The quantities brought in from the Netherlands, too, showed an increase of 51,000 dozens.

The imports of toilet and tooth brushes were much larger in 1922 than in the previous two years, and Japan and Germany shared about 90 per cent of it.

In the exportation of various kinds of toilet brushes, Canadian manufacturers did exceedingly well in 1922, their contribution to the total British imports of 601,584 dozens being 5,070 dozens. This contribution, however, constitutes only a small proportion of the entire trade. When the figures for 1923 are published, the imports from Canada will doubtless exhibit a decrease on account of growing competition with Germany and Czecho-Slovakia. These two countries increased their exports from (in the case of the former) 45,862 dozens in 1920 to 382,440 dozens in 1922, and (in the case of the latter) from nil to 46,353 dozens. Japan too has felt the influence of German and Czecho-Slovakian competition, as imports from that source declined from 264,887 dozens to 66,937 dozens during the period under review.

One may assume that in the above statistics are included shaving brushes.

### PAINTERS' AND DECORATORS' BRUSHES

In 1920 there was some hope of Canadian manufacturers obtaining a foothold in the British market, and of continuing to hold a good share of the trade. But again Germany has stepped in and left all competitors far behind. Imports from Germany advanced from 56,505 dozens in 1920 to 260,213 dozens in 1922, whilst purchases from France declined by over 24,000 dozens. The Japanese, who furnished in 1920 nearly 10,000 dozens, were driven off the market altogether. Imports from Canada fell from 6,483 dozens three years ago to 2,109 dozens in 1922. It is believed that a further decline took place last year.



## VARIOUS BRUSHES

In the Board of Trade statistics occur an item headed "Brushes, other descriptions not elsewhere specified." Here again German competition defied the efforts of all other countries to under quote them. In 1920, purchases from that country were 9,876 dozens; in 1922 they had risen to 72,821 dozens. Imports from Belgium, during the three years under review, declined by nearly 4,000 dozens; from France by nearly 45,000 dozens; from the United States by over 33,000 dozens; and from Canada by 1,430 dozens.

The foregoing analyses would seem to indicate that at first sight there is little opportunity for our Canadian manufacturers in Great Britain. However, to assume that German competition will continue to be as keen as hitherto would perhaps lead to an erroneous conclusion. It is understood that the Reparation Levy imposed by Great Britain upon German goods will no longer be paid by the German Government. It is hardly likely that the German manufacturer, who has already got his prices down to rock bottom, could carry the additional burden of the levy; and if not, it will have to be borne by the British importer. Should the importer be compelled to bear it, naturally the margin between German prices and those of other countries would be proportionately contracted. Manchester importers of German brushes state that the British agents of German brush makers are not at present, nor have they been for some time, accepting orders for forward delivery, and until it is definitely known upon whose shoulders the Reparation Levy is to rest, trade between the two countries is not likely to be brisk.

## INDIA'S TEA PRODUCTION

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, January 30, 1924.—The figures used in this article are for the most part taken from the 28th Report on the Production of Tea in India published by the Government of India dealing with tea production during the calendar year 1922 and export statistics during the fiscal year ending March, 1923.

## GROWTH IN AREA AND PRODUCTION

The area under tea in India has shown a steady and uninterrupted growth during the last half century. During the five years 1885-89 the average area under tea was 310,000 acres, which had increased to 524,000 acres in 1900, 563,000 acres in 1910, 613,000 acres in 1913 and 707,000 acres in 1922. Production, which stood at 90,000,000 pounds in 1885, had increased to 200,000,000 pounds in 1900, 307,000,000 pounds in 1913, and 380,000,000 pounds in 1918. The post-war years showed declines from this high watermark down to 274,000,000 pounds in 1921. Production during 1922, however, recovered to 310,000,000 pounds.

## HIGH PRICES REALIZED

The record prices realized during the year 1922 reached still higher levels during 1923. When the average price of Indian teas realized at the Calcutta auction sales during 1922-23 reached 13 annas (26 cents) per pound, it was considered that tea prices could probably go no higher. From March to September, 1923, however, the average price realized at the Calcutta auction sales amounted to over 16 annas or approximately 32 cents per pound, which is 300 per cent higher than the average price realized for Indian teas at Calcutta in 1921 and more than double the average pre-war price. Not only were record prices realized during 1923, but production increased from the low of 1921 with the result that the year 1923 has probably realized a greater gross return for the Indian tea industry than any previous year in its history.

## DISTRIBUTION OF EXPORTS

Of the 295,000,000 pounds of tea exported from India in 1922-23, some 248,000,000 pounds were shipped direct to the United Kingdom, Canada coming next with direct shipments of 10,450,000 pounds and the United States with 4,342,000 pounds. In 1922, however, Canada consumed altogether some 22,000,000 pounds of Indian teas, while the United States consumed over 20,000,000 pounds, both Canada and the United States importing considerable quantities in bond from the United Kingdom and elsewhere. The re-export trade in tea from the United Kingdom is now not of the same importance as it was in the pre-war years. Many tea-importing countries are themselves blending a greater proportion of the tea consumed within their respective borders, and are thus importing direct from India to a greater extent than by means of indirect shipments through the United Kingdom. A notable recent development is the increased shipments of Indian teas by land and sea to Persia and Mesopotamia and Egypt. During 1922-23 nearly 3,000,000 pounds of Indian teas were shipped into Persia by sea and over 5,000,000 pounds by land as compared with only 340,000 pounds and 102,000 pounds respectively as the pre-war quinquennium average. In 1922-23 over 6,000,000 pounds were shipped to Mesopotamia as compared with 3,320,000 pounds as the pre-war average to both Turkey and Mesopotamia. It is assumed that Southeastern Russia is now obtaining her tea via the Persian and Mesopotamian routes. Many European countries including Greece, Holland, Belgium, France and Denmark have also increased their consumption of Indian teas.

Australian consumption of Indian teas has declined, however, in favour of Javanese. Java teas have made rapid headway in Australia during the last decade at the expense of both India and Ceylon teas. The United Kingdom's imports of Java teas in 1922 amounted to nearly 40,000,000 pounds—an increase of over 100 per cent during the decade. Both the United States and Canada have increased their imports of Indian teas chiefly at the expense of Chinese. At the same time imports of Java teas have increased during the decade from inconsiderable to quite substantial quantities.

## INDIAN TEA TO BE ADVERTISED IN AMERICA

Some months ago at the request of the Indian Tea Cess Committee the Government of India increased the export tax on tea to 6 annas (12 cents) per 100 pounds. This case or tax was levied in order to raise funds for the financing of tea propaganda—particularly in the United States. The Indian tea industry has accordingly decided to appropriate a minimum of £40,000 per annum for advertising Indian teas in the United States. It is confidently expected that by means of judicious advertising and demonstration the reputation and sales of Indian teas in the United States will be greatly increased.

## BAN ON RADIO SETS IN CHINA

The purchase or operation by Chinese citizens of radio sets has been prohibited by order of the Ministry of Communications, according to the Chinese *Economic Bulletin* of December 26, 1923. The order states that such sale or installation is against the country's laws, and offenders will be severely punished. Foreigners living in Chinese territory come under this order, and steps are being taken to prevent the sale of radio apparatus or its installation by Chinese living in the foreign settlements.



## TRADE OF MALAYA IN 1923

TRADE COMMISSIONER A. B. MUDDIMAN

Singapore, February 1, 1924.—According to a preliminary statement of the import and export trade of Malaya—under which term is included the Settlements of Singapore, Penang, and Malacca; the Federated Malay States; the States of Johore, Kedah, Perlis, Kelantan, and Trengganu—for the calendar year 1923, there has been an increase in the total value of trade of \$300,147,695 (Straits Settlements currency).

A comparative statement reads as follows, and includes specie but excludes parcel post:—

Total Trade Twelve Months		1923	1922
Imports .. . . .		\$ 592,183,751	\$467,167,629
Exports .. . . .		672,606,153	497,474,585
		<u>\$1,264,789,909</u>	<u>\$964,642,214</u>

The increase in imports in 1923 over 1922 amounted to \$125,016,122 (S.S.). In looking through the list of the principal goods imported, dried and salted fish, rice, sugar, cotton piece goods and staple lines for the native trade remain about the same figure in quantities, though they have changed slightly in values in one or two cases. There has been a marked increase in the importations of cigarettes, which have become a passion with the Chinese coolie. So far as importations of machinery are concerned, there was a marked falling off, the figures for 1923 showing a decrease of \$2,143,122 (S.S.) compared with the previous year.

In regard to exports from Malaya, Para rubber (in centals of 100 pounds) show a slight increase over the previous year, the exports for 1922 being 5,558,137 as compared with 5,645,164 for the year 1923. The exports of tin were slightly increased in 1923 over 1922 in quantity, but owing to the price of tin being up, the increase in monetary value is nearly \$30,000,000 (S.S.) over the previous year. The pineapple trade again shows an increase in quantity but a falling off in monetary value. The number of cases exported in 1922 was 710,625 at a value of \$6,693,646 (S.S.), and in 1923, 889,941 cases were exported at a value of \$5,874,858 (S.S.). There was an increased export in tapioca and areca-nuts, while pepper, black and white, and rattans show a decrease.

## ECONOMIC CONDITIONS IN JAMAICA

F. L. CASSERLY, OFFICE OF CANADIAN TRADE COMMISSIONER

Kingston, February 19, 1924.—As usual, the trade in the various items of local produce is quiet at this season of the year. Grinding of the present sugar crop has just commenced. On the whole, exporters take a hopeful view of the present year's prospects, the recently published statistics of the export trade for 1923 having shown that better prices were obtained during that year than in 1922, although in many instances the volume of production was less, due to drought. The following are the present f.o.b. prices of the principal items of export:—

Sugar, refining crystals, basis 96 deg. polariscope test, per ton of 2,240 pounds	£31
Rum, per imperial liquid gallon. . . . .	3s.
Bananas, per count stem . . . . .	2s.
Cocoanuts, per 100 nuts . . . . .	10s. 6d.

Business conditions are not altogether satisfactory. There have been a few failures among smaller traders, and bondings of various kinds of goods are

abnormally large. The explanation is that although the total value of last year's export trade was quite satisfactory, some important industries which give employment to large numbers of people fell much below the 1922 output. For example, only 20,768 tons of sugar were shipped last year, as compared with 50,656 tons during 1922. Although better prices were realized in 1923, the result was a shrinkage in the amount of money in circulation, involving a curtailment of purchasing power.

## FOREIGN TRADE OF JAPAN FOR 1923

ASSISTANT TRADE COMMISSIONER JAMES A. LANGLEY

Kobe, Japan, January 28, 1924.—Statistics of the foreign trade of Japan for the year ending December 31 have just been published by the Finance Department, and show a record-breaking adverse balance during the whole twelve months, with a resultant drain on the country's accumulated wealth. The returns for this period give the value of exports as yen 1,447,749,000, while imports are figured at yen 1,987,063,000, making an unfavourable trade balance for the twelve months of yen 539,314,000, as against yen 252,856,000 in 1922, or an increase in the adverse balance of trade of yen 286,458,000 over 1922. These figures also indicate a decrease of yen 189,703,000 in the export trade, and an increase of yen 92,948,000 in the import trade when the statistics for 1923 are compared with those for 1922.

### IMPORTS

	(000 omitted)	
	Yen	Yen
Wheat .. . . .	47,480	— 11,421
Beans and peas .. . . .	50,367	+ 10,762
Rubber .. . . .	19,327	+ 8,016
Raw cotton .. . . .	513,000	+ 85,164
Hemp and flax .. . . .	17,951	+ 491
Wool .. . . .	81,861	+ 26,501
Sulphate of ammonia .. . . .	24,947	+ 12,210
Oil cake .. . . .	109,215	+ 10,694
Woollen yarns .. . . .	73,821	+ 25,350
Coal tar dyes .. . . .	9,987	— 3,662
Pulp .. . . .	6,294	— 5,459
Iron and steel .. . . .	131,879	+ 37,772
Lead .. . . .	10,661	+ 1,083
Kerosene .. . . .	14,982	— 38,044
Cotton textiles .. . . .	7,830	— 6,188
Woollen textiles .. . . .	47,015	+ 3,029
Paper .. . . .	17,184	— 1,821
Machinery.. . . .	103,993	— 10,503

— Decrease over 1922.

+ Increase over 1922.

It will be noticed that large increases have occurred in the importation of raw cotton, wool, woollen yarns, oilcake, sulphate of ammonia, beans and peas, crude rubber, coal, and lead. The most outstanding advances are in raw cotton, showing a gain of yen 85,164,000, wool and woollen yarns with a gain of approximately yen 51,851,000, while the value of sulphate of ammonia has just about doubled. The decrease in the value of wheat imported reaches yen 11,416,000, while iron, rice, paper, nails, woollen cloth, and machinery also show decreases.

### EXPORTS

The main cause for the decline in the export trade of Japan may be attributed directly to the September earthquake. While the silk market was weakening due to the reticence on the part of buyers to make commitments, the earthquake put an end to the trade. Raw silk shows a falling off of yen 102,995,000,



and silk textiles a decrease of yen 15,552,000. Although every effort was made to revive this trade, it had not really recovered by the end of last year. While not of such great importance, the decline of yen 36,129,000 in the exportation of cotton yarns plays a part in the unfavourable balance. The cotton mills in the devastated areas having suffered severely in the catastrophe, the mills in the unaffected areas were called upon to devote their full capacity to the needs arising in the earthquake zone, with the result that foreign production was neglected.

The Government has decided to proceed with the Hermitage Dam, particulars of which were given in *Commercial Intelligence Journal* No. 1043, January 26, 1924. A resident engineer has arrived from England to supervise the work; representatives of Canadian contracting firms are on the ground; and it is expected that operations will be commenced in the near future. Tenders closed on March 1.

## MARKET FOR PAPER IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

Milan, January 31, 1924.—Tunisia has recently begun paper manufacturing, old newspapers and paper débris constituting the raw material. One paper mill has been laid down near the city of Tunis. Some 60 tons a month of very inferior wrapping paper can be turned out, which is quickly bought up by the native storekeepers, who are not exacting about the quality but extremely particular about the price. Algeria and Morocco have no paper mills of their own, and in fact though all three countries grow alfa—Algeria's production is about 400,000 tons a year—this grass up to the present is exported to England and France and not converted at home. Hence North Africa is in the world's market for paper in most of its forms.

Thus we find on examination that Tunisia in 1921 and Morocco in 1920 purchased 824 tons and 678 tons of wrapping paper respectively, 390 tons and 593 tons of printing paper, 38 tons and 301 tons of writing paper, 8 tons and 9 tons of wallpaper, 750 tons and 85 tons of all other kinds of paper, 135 tons and 420 tons of sheet cardboard, and 51 tons and 69 tons of cardboard boxes. In Algeria the statistical imports of paper are not classified in detail, but with the exception of wallpaper, 83 tons of which were imported in 1921, and of carbon paper, some 1½ tons of which were also imported, the total paper imports of Algeria for that year amounted to 9,090 tons, while some 448 tons of sheet cardboard, and 132 tons of cardboard boxes, were likewise purchased. It will be evident therefore that Tunisia took altogether of paper products in 1921 something over 2,000 tons, Algeria something over 9,000 tons, and Morocco in 1920 something over 1,600 tons—approximately 13,000 tons in the aggregate for the given year, while cardboard importations nearly touched 1,300 tons.

Many different paper-making countries have participated in this business. In Tunisia, Belgium and Italy have pressed hard on the French suppliers, while Finland, Norway, Sweden, Holland, Germany, Austria, England, Spain, Czechoslovakia, and the United States have also been in the field. The same competition characterizes the Moroccan market, although the French impact is perhaps less palpable, the Spanish trade more telling than the Italian, and the German and Dutch imports relatively much more important. In the Algerian trade, on the other hand, two new factors appear, Switzerland and Hungary, and despite the market's impingement from these as well as from the same quarters whence emanates the other North African imports, France has things largely her own way in this colonial field.

## WRAPPING PAPER

The qualities of wrapping paper used in Northern Africa are locally classified as follows: kraft, tar, cellulose, sulphurized, and crystal, all of which varieties come in sheets of 65 or 130 by 100 cm., although the krafts and the tars are imported also in rolls. The cellulose is sold in various colours, pink and white being the kinds most commonly used. The crystal or waxed wrapping paper weighs, as generally imported, 42 grammes per square metre, and the black, chamois, grey, and green tinted tar varieties 120 grammes per square metre. Krafts weigh lighter than do the tars, and different weights are included in invoices. Wholesale prices last spring averaged 75-80 fr. Tunis, Algiers, Casablanca per 100 kilos for straw or grey wrapping paper, 110-115 fr. for tar paper, 225 fr. for cellulose, 220-230 for kraft, and 330-350 for crystal. A few samples of the more commonly used wrapping papers are on file at the Department of Trade and Commerce, Ottawa, where they are available for interested Canadian firms.

## WRITING PAPER AND NEWSPRINT

The cities of Tunis, Algiers, Oran, and Casablanca publish their daily French and Italian newspapers and their morning and evening editions—the total circulation of the French press is fairly large—and the natives have their own Arabic papers. On the whole considerable newsprint is required, and France, Belgium, Spain, and Scandinavia are among the countries catering to this trade. The newspapers of largest circulation require a roll of 56 cm. in width, which gives the length of the journal, while its double-page width is cut 80 cm. Newsprint, as used, weighs from 48 to 50 grammes per square metre. A certain amount of printing paper for various other purposes is also imported.

Plain writing paper as sold in the stores is retailed in sheets of 31 by 20 cm., weighing from 3½ to 6 kilos per ream and costing from 9 to 30 fr. per ream, or in sheets of 32 by 22 cm. weighing from 6 to 8 kilos per ream and selling at from 30 to 40 francs per ream. Germany and Austria supply Tunisia with a small part of her writing paper requirements, and the United States is also represented in Tunisia, but not to the same extent as in Morocco, where over 6 tons were supplied in 1920, and where out of a total of 301 tons France contributed 222 tons, Spain 54 tons, Great Britain 8 tons, and Holland 4 tons. A large part of the high-class box stationery trade is cared for by English manufacturers, but this business does not bulk as largely as the cheap grades of boxed and packed stationery imported now from France and before the war from Germany.

## CARDBOARD

One of the most important outlets for cardboard in North Africa is in connection with the tobacco industry, where this material is required by the State monopolies. In fact the type used is often more like a heavy paper than a light cardboard, weighing from 350 to 400 grammes per square metre. It is estimated that in Tunisia some 200 tons are employed annually, and in Algeria, where tobacco is manufactured on a much larger scale, the consumption is still more appreciable. Ordinary grey and white cardboard for commercial purposes in sheets usually of 76 by 106 cm. weighing 300 grammes and up retail from 1.50 fr. per kg. at Tunis and Algiers. France, Holland, Great Britain, Spain, Italy, Sweden, and the United States each contribute to the North African imports of cardboard.

## WALLPAPER

The wallpaper trade of Northern Africa is strictly confined to the European populations. The Algerian imports of 1921 at 83 tons were about ten times as large as those of Tunisia in the same year, or as those of Morocco in 1920.



Not only are the rooms of the better-class apartment houses generally papered, but offices too are usually finished in this way as kalsomining and other kinds of tinting and panelling have not gained as yet any great popularity in these countries. The colonists' houses in the country parts may at times have wallpaper, but the rule is to live in whitewashed rooms. France first, and afterwards Belgium, have been doing the greater part of the wallpaper business, although English wallpapers may also be obtained in the best decorators' shops. Notwithstanding a limited trade in high-grade wallpapers, the imports are mostly made up of the more ordinary qualities. Brightly flowered rather than conventional designs are, according to importers, in preference, although the *de luxe* taste calls for the newest impressions. The French wallpaper as imported comes in 50-cm. rolls and in 8-metre lengths, but as English marks are selling, there is no hard-and-fast insistence on this specification. The opening for Canadian wallpaper in Northern Africa could not in any case be large, given the status of the market and the sources of competition, but these evident restrictions do not preclude a certain amount of exportation.

#### CONCLUSION

The United States is represented in a small way in the 1921 Tunisian imports of writing paper and cardboard, in the 1920 Moroccan imports of writing paper, printing paper, and cardboard, and in the 1921 Algerian imports of carbon paper, cardboard and paper n.o.s. Apparently no Canadian manufacturer has made a bid for any of the North African paper business, but a market consuming nearly 15,000 tons of all kinds of paper and cardboard in a normal year deserves, one would think, a practical trying out by exporters in Canada.

#### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

#### STEAMSHIP SERVICE TO BE INAUGURATED BETWEEN CANADIAN PORTS AND WEST AFRICA

Messrs. Elder Dempster & Company, Limited, Montreal, announce that they intend to inaugurate a steamship service between Canada and British West Africa. It is intended that the steamships of the South African line, en route to Cape Town, shall be diverted to call at Freetown, Sierra Leone, where cargo will be transhipped for Seccondee, Accra, Lagos, and Port Harcourt. In last week's issue of this journal it was stated in error that the inauguration of this service depended upon a minimum of 500 tons being booked. Messrs. Elder Dempster and Company state that irrespective of the amount of cargo offering a steamer sailing early in May will call at Freetown.

## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MARCH 4, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 4, 1924. Those for the week ending February 25, 1924, are also given for the sake of comparison.

	Parity	Week ending Feb. 25, 1924	Week ending Mar. 4, 1924
Britain . . . . .£	1.00	\$4.442	\$4.439
France . . . . .Fr.	1.	.4465	.4229
Italy . . . . .Lire.	1.	.4483	.4438
Holland . . . . .Florin.	1.	.3861	.3849
Belgium . . . . .Fr.	1.	.3871	.3712
Spain . . . . .Pes.	1.	.1310	.1287
Portugal . . . . .Esc.	1.	.3618	.3485
Switzerland . . . . .Fr.	1.	.1792	.1788
Germany . . . . .Mk.	1.	.....	.....
Greece . . . . .Dr.	1.	.0177	.0182
Norway . . . . .Kr.	1.	.1357	.1391
Sweden . . . . .Kr.	1.	.2615	.2695
Denmark . . . . .Kr.	1.	.1643	.1637
Japan . . . . .Yen	1.	.4664	.4634
India . . . . .R.	1.	.3178	.3111
United States . . . . . \$	1.	1.03375	1.03281
Mexico . . . . . \$	1.	.4962	.4957
Argentina . . . . .Pes.	1.	.3579	.3550
Brazil . . . . .Mil.	1.	.1266	.1252
Roumania . . . . .Lei	1.	.....	.....
Jamaica . . . . .£	1.	4.4502	4.4330
British Guiana . . . . . \$	1.	1.	
Barbados . . . . . \$	1.	1.	
Trinidad . . . . . \$	1.	1.	
Dominica . . . . . \$	1.	1.	
Grenada . . . . . \$	1.	1.	.9012—.9878
St. Kitts . . . . . \$	1.	1.	
St. Lucia . . . . . \$	1.	1.	
St. Vincent . . . . . \$	1.	1.	
Tobago . . . . . \$	1.	1.	
Shanghai, China . . . . . Tael	1.	.7468	.7410
Batavia, Java . . . . . Guilder	1.	.3747	.3769
Singapore, Straits Settlement . . \$	1.	.5273	.5271

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Transshipment of Canadian Goods at New York

His Excellency the Governor General in Council, on the recommendation of the Minister of Customs and Excise, and under the provisions of subsection (q) of Section 286 of the Customs Act, is pleased to make and doth hereby make and prescribe the following rules and conditions under which goods, the produce or manufacture of Canada, may, without the payment of Customs duties, be transported from one port or place in Canada to another port or place therein, in transit through the United States, wholly or partly by water carriage, viz:—

1. Such goods shall be transported in British registered vessels under Canadian Customs manifest in form as approved by the Minister of Customs and Excise.

2. A Canadian Customs Officer shall be stationed at the point of transfer in the United States, and the transfer of such goods from car to vessel and vice versa, and from vessel to vessel, shall be made in his presence and be certified by him.



3. Invoices in duplicate containing a description of the goods and the value thereof with the marks and numbers of the packages shall be delivered by the consignee to the Collector of Customs and Excise at the port of destination, one copy of the invoice to remain on file at the port and the other to be forwarded to the Department at Ottawa. The invoice shall contain a declaration subscribed and attested to by the shipper or his agent before a Collector of Customs and Excise, to the effect that the goods described on the invoice are of Canadian origin and have been shipped from a port in Canada (stating the name of the port of shipment, the conveyance and destination).

4. Customs manifests in quadruplicate on the authorized form shall be prepared by the carrier at the port of lading and shall be signed by the agent of the carrier and by an officer of Customs, and the goods, with the marks and numbers of packages, shall be described on such manifests.

5. One copy of such manifest shall remain on file at the sending port, one copy to be forwarded by mail to the receiving port and two copies to be handed to the agent of the carriers for delivery to the Canadian Customs Officer at the point of transfer in the United States.

6. The Canadian Customs Officer at the point of transfer in the United States shall endorse both manifests with his special stamp and retain one copy which he shall enter in his register of manifests received, giving it a consecutive port number. The officer shall also check and compare the goods unladen with the manifests to which they refer, supervise their transfer from car to vessel, and vice versa, and from vessel to vessel, one copy of the manifest so marked and certified to accompany the bill of lading for delivery to the Collector of Customs and Excise at the port of destination.

### **Drawback of Customs Duties in the Bahamas**

With reference to the announcement in *Commercial Intelligence Journal* No. 972, September 16, 1922, page 462, regarding the 50 per cent drawback of customs duties in the Bahama Islands, advice has been received from the Comptroller of Customs in that colony to the effect that the law providing for this drawback is still in force and is to continue in force until 1928, to expire then at the close of the session of the legislature of that year.

### **Manifests for Vessels Clearing for Mexican Ports**

The Mexican Consul General at Toronto has called attention to certain provisions of the Mexican Customs Act which require that in the case of vessels (either carrying cargo or in ballast) clearing for Mexico the masters should make out manifests in quadruplicate and have them certified by the Mexican Consul residing at the port of departure of the vessel. If at the Canadian port of embarkation there be no Mexican Consul to certify the manifests, a set of three are made out. In these circumstances, the master should send by registered mail one copy to "Director Aduanas" and another to the Customs Collector ("Administrador de Aduana") at the Mexican port to be visited. The receipts for registration issued by the Post Office at the port of embarkation, together with the third copy of manifests, or the duly certified manifests, as the case may be, are to be produced by the master on arrival at the Mexican port of destination.

### **Wheat, Barley, and Soja Beans Removed from Japanese Duty Free List**

With reference to the list of articles exempted from duty in Japan (see *Commercial Intelligence Journal*, No. 1026, September 29, 1923, page 477) the Consul General of Japan, Ottawa, advises that the ordinance was amended on

February 26, removing barley, (item 13), wheat (item 16), and soja bean (item 21-1) from the list of goods to be admitted free of duty. These articles will now be charged the ordinary rates of duty formerly in force. However, goods purchased before the enactment of the new ordinance for importation into Japan or which were at that time en route to Japan will be exempted until March 31.

### Shipment of Goods to Afghanistan

Goods routed via British India, but destined for Afghanistan, are now entered in the ordinary way at Indian customs ports of entry, and if dutiable, are assessed under the ordinary tariff schedule. A special declaration, however, is made by the importer or his agent that the goods are to be re-exported, and the duty is subject to refund on proof being furnished to the effect that the goods have crossed the frontier and have been received for registration and levy of Afghan customs duty. Further particulars in this connection are contained in appendices A. & B. to the Anglo-Afghan Trade Convention (ratified in London 4th August last), copies of which have been forwarded by the Canadian Trade Commissioner's office in Calcutta, and are on file with the Director, Commercial Intelligence Service, Ottawa.

### TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

266. CORN FLOUR.—A firm in Hamburg desire to receive particulars from Canadian exporters able to supply corn flour similar to the United States "Sirona" brand and a cream meal product made from corn, ground as fine as "Semolina."

267. FLOUR.—Glasgow firm of importers of Manitoba spring wheat and Canadian soft winter wheat flours wish the representation for Scotland of a good-sized mill wishing to do an export trade. Buyers on c.i.f. terms.

268. FLOUR.—An important Hamburg firm desire connections with Canadian flour exporters.

269. FLOUR.—Glasgow importers of flour are desirous of obtaining buying agency for a few small Manitoban mills; also for Ontario winter wheat flour.

270. FLOUR.—A firm of flour importers in Leith, Scotland, also at Glasgow, in business for thirty years, could entertain further business with a really first-class Canadian mill.

271. FLOUR.—A firm of importers in Kilmarnock, Scotland, and at Glasgow, are desirous of extending their Canadian connection for flour.

272. FLOUR.—An Amsterdam concern would like to hear from Canadian millers desirous of being represented for the sale of their flour in the Netherlands.

273. GRAIN AND FLOUR.—Canadian grain and flour exporters wishing to be represented for the sale of their products in the Netherlands should communicate with a Rotterdam concern.

274. GRAIN.—An important firm in Hamburg desire connections with Canadian grain exporters.



275. **BARLEY DUST.**—Established firm in Leith, Scotland, with branch in London, whose business is entirely with wholesale buyers, are open for offers of fine barley dust from Canada; also willing to act as correspondents for Canadian exporters of any other raw materials which can be sold to big buyers in Great Britain.

276. **CONDENSED AND EVAPORATED MILK.**—An important Hamburg firm wish to buy canned milk from Canada.

277. **CANNED MILK.**—A firm in Bremen, Germany, wish to get in touch with Canadian exporters of canned milk.

278. **DRIED FRUITS.**—A firm in Bremen, Germany, desire to get in touch with Canadian exporters of dried and evaporated fruits.

279. **DRIED AND EVAPORATED FRUITS.**—An important Hamburg firm desire connections with Canadian exporters of dried and evaporated fruits.

280. **CANNED FRUITS AND VEGETABLES.**—An important Hamburg firm desire connections with Canadian exporters of canned fruits and vegetables.

281. **CANNED SALMON.**—An important Hamburg firm are desirous of connections with Canadian exporters of canned salmon.

282. **CANNED SALMON.**—A firm in Hamburg who have had many years' experience in the canned salmon trade are desirous of getting in touch with Canadian exporters.

283. **FISH.**—A firm in Bremen, Germany, desire to get in touch with Canadian exporters of canned lobster and salmon, sardines, herrings, mackerel, etc.

284. **CANNED LOBSTERS.**—An important Hamburg firm wish to buy canned lobsters from Canada.

285. **CANNED LOBSTERS.**—A firm in Hamburg, who for many years have been handling Canadian canned lobsters through English houses, are desirous of direct connections with Canadian exporters of this article in view of the recent removal of the prohibition on the importation of canned lobsters into Germany.

286. **MAPLE SYRUP.**—A firm in Bremen, Germany, desire to get in touch with Canadian exporters of maple syrup.

287. **PACKING-HOUSE PRODUCTS.**—An important Hamburg firm desire connections with Canadian packing-house firms.

### Miscellaneous

288. **HAY.**—A firm in Kilmarnock, Scotland, and also at Glasgow, desire to hear from reliable exporters of Canadian hay.

289. **FURNITURE.**—A firm in Hamilton, Bermuda, are in the market for a cheap line of household and office furniture; also refrigerators. Quotations c.i.f. Hamilton, Bermuda.

290. **CLOTHES PEGS.**—A Bristol wholesale house desire quotations on dolly clothes pegs in minimum lots of 250 boxes. Prices c.i.f. Bristol.

291. **BROOM HANDLES.**—Quotations are desired by a Bristol firm for broom handles 48-inch by 1-inch, 48-inch by  $1\frac{1}{16}$ -inch, and 48-inch by  $1\frac{1}{2}$ -inch.

292. **TOYS; SMALL HARDWARE.**—A Glasgow firm of importers desire to get in touch with Canadian manufacturers of toys, small hardware, fancy goods, and any other kindred line.

293. **NAILS.**—A Bristol wholesale house desires prices c.i.f. Avonmouth for full range of round wire nails.

294. **HARNESS FITTINGS, ETC.**—Importer in Batavia desires c.i.f. quotations for nickel-plated harness fittings, chain fronts, buckels, terret bells, etc. Must compete with American prices. Articles must be cheap, not solid nickel. Samples.

295. **DYNAMO PLATES.**—A firm in Bremen, Germany, desire to get in touch with Canadian exporters of dynamo plates.

296. **ORES.**—A Rotterdam concern is interested in Canadian gold and silver ores and in silver-containing anode deposits (anodes-schlamm), silver residue or high-grade silver-bearing ores. This firm can use 4,000 to 5,000 kg. of silver monthly and desire to receive offers from Canadian companies able to supply these commodities. Quotations also for gold-bearing ores.

297. **SEED.**—Edinburgh firm of wholesale seed merchants would like to get in touch with Canadian Western exporters of alsike and timothy seed.

298. **PINE TAR.**—A Liverpool firm ask for quotations on 50 barrels kiln-burnt pure pine tar, packed in oakwood barrels. Price per ton or gallon.

299. **LATHS.**—A Liverpool firm ask for quotations on 50,000 pitch pine laths, each  $\frac{3}{4}$ -inch by 2-inch by 25-inch, in bundles of 50, cut from waste. If pitch pine is unavailable, any wood not lighter than pitch pine will do.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancomac.*

#### Denmark

B. S. Webb, Raadhuspladsen 45, Copenhagen. *Cable Address, Canadian.* (Territory covers Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan. *Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston. (Territory covers Jamaica, Cuba, and the other countries bordering on the Caribbean sea.) *Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230; office, 504 Osaka Shosen Kaisha Building, Kobe. *Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Acting Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Ireland.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain, Trinidad.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.



# Commercial Intelligence Journal

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Deputy Minister: F. C. T. O'Hara

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## TRADE ROUTES MAP

"A Map of the World, showing Trade Routes and Shortest Sailing Distances between Canadian and Foreign Ports," which is published by the Department of Trade and Commerce, may be obtained by firms or corporations directly interested in export trade, on application to the Director, Commercial Intelligence Service, Ottawa.

## INDIAN WHEAT FORECAST, 1923-24

Mr. H. A. Chisholm, Canadian Trade Commissioner in Calcutta, India, writes under date February, 1924, regarding crop prospects for Indian wheat:—

The first official forecast of the Indian wheat crop for the season 1923-24 estimates the area sown up to January 1, 1924, at 30,203,000 acres as compared with 29,499,000 acres, the revised estimate on this date last year. As compared with the final area (30,844,000) of last year the present estimate shows a decrease of 2 per cent. It may be noted, however, that the first forecast figures of the wheat crop issued by the Government of India are generally below the final figures. Weather conditions at sowing time were generally favourable and the present average condition of the crop is reported to be good.

## ECONOMIC AND TRADE SITUATION IN GERMANY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, February 15, 1924.—The position in Germany remains relatively stable. It is now three months since the Rentenmark was introduced and the period of currency inflation came to an end. Considerable progress has been made towards the re-establishment of normal conditions. The worst consequences of the crisis caused by the transition to a stabilized currency have now been overcome, but it is evident that the recovery of trade and industry must be slow. During the past few weeks there has been a revival of industry and a consequent decrease in unemployment, but this revival is hampered by the great shortage of credit and working capital. There has been a great improvement in the Government finances and a progressive increase in revenue. The exchange value of the Rentenmark has been successfully maintained at par, although fears have recently been expressed at the danger of inflation from the great demand for credit. Prices have become stabilized after the gradual fall in the prices of those commodities which in November rose to considerably above the world level.

The visit of the international experts and the proposal for a central gold bank and a foreign loan have inspired business circles with a certain amount of optimism, which has helped to maintain the stability of the currency. It is realized that the next few weeks will be the critical period during which the success of the Rentenmark scheme as the transition currency from paper to gold will be tested. It is for this reason that the President of the Reichsbank proposes the formation of a gold credit bank to tide over the period until the central gold bank of issue can be established with foreign assistance and to provide trade and industry with the necessary credit facilities. It is believed that part of the German bank balances abroad have been recently brought back to Germany to finance trade and industry, and it is hoped to mobilize these bank balances further by the creation of the credit bank mentioned. In this way German resources will be utilized for the re-establishment of normal conditions until foreign assistance is forthcoming.

*Government Finance.*—The revenue of the Government from taxation has shown a progressive increase with each ten-days' period since November 15. During January the net revenue from taxation amounted to 420,763,000 marks, of which 174,143,000 marks were collected during the last ten days. The total receipts of the Government in the last decade of January amounted to 188,760,000 marks against an expenditure of 199,000,000 marks, thus showing a deficit of 10,300,000 marks. The Government expect to obtain from the new taxes issued under the Powers Ordinance a sufficient increase in revenue to enable them to meet general administrative expenditure, exclusive of Peace Treaty liabilities, and assuming the restoration of the economic unity of occupied and unoccupied territories. In a budget prepared for the expert committee the total revenue for the year 1924 is estimated at 5,254,000,000 marks (\$1,250,000,000) and expenditure, both ordinary and extraordinary, at 5,072,000,000 marks (\$1,208,000,000), thus yielding a surplus of 182,000,000 marks (\$43,330,000), without allowing for Peace Treaty liabilities. The Government have utilized the whole of the credit of 1,200,000,000 marks granted by the Renten Bank under its articles of foundation, except for 100,000,000 marks returned by the Government to the bank during January with the right to re-borrow. In the future therefore the Government will be largely dependent upon its revenue from taxation for meeting expenditure.



*Currency Circulation.*—The number of Rentenmarks in circulation on January 31 was 1,374,084,422, an increase of 132,084,569 marks during the month. On the same date notes of the Reichsbank were in circulation to the equivalent of 483,674,521 gold marks. In addition, about 300,000,000 gold marks of Gold Loan coupons and dollar treasury bills are in circulation, while there are various local issues to a total value of about 500,000,000 gold marks. The total currency in circulation at the present time therefore amounts to about 2,450,000,000 gold marks or the equivalent of \$585,700,000. This compares with a pre-war circulation of a value of \$1,345,000,000, whereas during the worst period of the inflation last autumn the value of the currency in circulation was frequently less than \$75,000,000.

*Revival of Industry.*—In a memorandum prepared for the expert committee the German authorities have indicated the seriousness of the industrial crisis resulting from the end of the inflation by giving the following figures of unemployment on certain dates during the latter part of 1923: August 1, 139,000; October 1, 534,000; November 1, 954,000; December 1, 1,466,000.

The above figures relate only to unoccupied Germany. On December 1 there were also about 2,000,000 unemployed in the occupied territory, while the number of those working on short time on this date amounted to over 1,800,000 in the unoccupied territory and about 800,000 in the occupied territory. It is probable that in no large industrial country has there ever been such a rapid increase in unemployment. This industrial crisis was caused by the rise in production costs due to the introduction of stable currency, while the buying power of the republic remained low owing to the real wages being still a fraction of the pre-war standard. The most serious factor was the shortage of working capital. The memorandum points out that the liquid capital available for trade and industry amounted during the first half of 1922 to about \$25,000,000 monthly. By the first half of 1923 this had decreased to about \$2,750,000 monthly, and in July to \$600,000, while by October it amounted to only about \$7,140 a month. As a result interest of 15 per cent a day was required in the latter month for paper mark credits, and even when the memorandum was written as much as 50 per cent a year was the interest paid on advances in stable currency. These high interest charges have materially increased production costs and have prejudicially affected the ability of German manufacturers to compete in foreign markets.

Since December the partial resumption of work in the occupied territories has greatly reduced the number of unemployed in that area. In January there also commenced a marked revival of industry in unoccupied Germany. The fall in the prices of necessities to the world level has increased real wages and so added to the buying power of the public. An improvement in foreign business is also reported from many industries, although German manufacturers are no longer able to readily undersell competitors.

The revival of industry is still greatly hampered by the shortage of credit and high interest charges. During the period from January 16 to February 7 the total of Rentenmark advances, bills and cheques at the Reichsbank increased from 367,060,286 marks to 623,479,816 marks. This indicates expansion of trade and industry, although it is feared that part of these advances may have been used for speculative purposes. As good-class borrowers have to pay 16 per cent or more for advances, the difficulties confronting German business owing to the scarcity of credit are evident. For this reason it is believed that a considerable part of the German bank balances abroad are being brought back. The formation of banking groups in Amsterdam to finance German business has also been reported.

Certain industries have been able to pass through the recent critical period without any apparent lessening of activity. This has applied, moreover, to

some of those branches of trade dealing in what are known as luxury goods, e.g. motor cars. The remarkable purchasing power manifested by certain classes of the population has been explained by the realization of the profits of speculation made during the inflation period.

*Depression of Agriculture.*—Towards the end of January there was a marked decline in the prices of most German agricultural products, which are now in most cases cheaper than the imported products. This was largely due to forced sales by the agriculturists owing to their need for ready money and the absence of credit facilities. Cattle prices have also fallen for the same reason and on account of the exhaustion of winter fodder. German agriculture which during the inflation period greatly prospered is therefore now confronted with depression. As an indication of the extent to which German grain prices have fallen during the past month, it may be stated that the price for German rye at the beginning of February worked out at about \$2.61 per 100 kilogrammes as compared with a price of around \$3.53 on the world market. A few weeks previously the German price for rye had been above the world market price.

#### TRADE IN FOODSTUFFS

The fall in the prices of German agricultural products had a serious effect on the trade in most imported foodstuffs. The speculation which had been active even in such lines as lard, evaporated milk, corned beef, etc., resulted in the accumulation of stocks and with the fall in prices cases of documents not being taken up became frequent. At the moment there is little business in these products, while in grain the market is naturally very quiet. The demand for Canadian flour has not been affected to the same extent as this product is imported into Hamburg for other markets besides Germany, and Canadian flour is so highly esteemed on account of its superior strength.

A leading Hamburg grain firm reporting on the market under date of February 8, and after referring to the agricultural crisis, stated as follows regarding the trade in leading grain products:—

*Wheat.*—Direct American offers are more or less above parity. For wheat as well as for other articles of the commodity market, the Port of Rotterdam and up the Rhine are paying better prices than Hamburg or even Bremen.

*Rye.*—North American rye is for the moment absolutely out of line. Russian rye is offering at 9.80 Dutch florins direct, and resellers are out at 10 Dutch cents cheaper. March shipment is getting a premium over February.

*Corn.*—Whilst prices had gone down owing to the pressure of resellers during last week, a better demand has set in during the last few days. Values should really be 10.35 to 10.40 Dutch florins.

*Barley.*—Resellers have been offering at low prices, but the small stock seems to have been absorbed and the better demand from Hamburg and Bremen has improved prices to a certain extent, which now appear to have reached the Rotterdam level. Plate barley is getting hold of the market and appears to be more and more liked as it shows a good quality, pure and heavy in weight.

*Oats.*—No article for Germany for the present and probably for a little time. The German oats harvest was a bumper one, and even this cannot be disposed of at prices which are as low as half the prices asked for abroad.



**TRADE OF THE UNITED KINGDOM BY COUNTRIES, 1923**

TRADE COMMISSIONER HARRISON WATSON

London, February 19, 1924.—In reproducing, as usual, the values of trade between the United Kingdom and the most important countries in the world during 1923 (imports, exports and re-exports), the custom has also been adhered to of showing the statistics relating to the two previous years. It must be borne in mind, however, that the inauguration of the Irish Free State as an independent Dominion from the 1st April last, and the transfer of Egypt from a dependency to a foreign country, prevent accurate comparison of 1923 with previous years, although in the case of certain countries the effect must be insignificant. The following figures showing the proportion of trade done by the United Kingdom with foreign countries and British possessions must also be accepted with the same reservations.

**TRADE WITH FOREIGN COUNTRIES**

	1921	1922	1923
Imports.. . . . .	£754,718,146	£685,330,166	£771,712,898
Exports (British).. . . . .	404,782,909	433,938,686	466,632,775
Re-exports.. . . . .	93,873,399	88,386,294	97,650,564
	£1,253,374,454	£1,207,655,146	£1,335,996,237

**TRADE WITH BRITISH EMPIRE**

	1921	1922	1923
Imports.. . . . .	£330,781,915	£317,768,733	£326,302,687
Exports (British).. . . . .	298,616,633	285,568,724	300,695,881
Re-exports.. . . . .	13,045,907	15,308,376	20,922,130
	£642,444,455	£618,645,833	£647,920,698

It would appear that there was little alteration in these proportions last year, and while there has been considerable variation in the details of trade with particular countries, as a whole the aggregates of the respective countries do not show any great change. Upon examination of the subjoined table, it will be seen that the United Kingdom somewhat increased her imports from European countries generally, and it will be observed that trade, both import and export, with Germany showed an advance of nearly 30 per cent over 1922. While British imports from the United States still stand out by themselves, and represent about 20 per cent of imports from all sources, the gradual, if slight, decline in the value of imports from that country, accompanied by a growth in the value of exports thereto, still continued, and it is somewhat of a coincidence to find that the same tendency, although to a lesser extent, is exhibited in the case of Canada, although in the latter instance the aggregate figures for the past three years are almost identical.

TABLE SHOWING TRADE OF THE UNITED KINGDOM—I.E., IMPORTS, EXPORTS (THE PRODUCE OF THE UNITED KINGDOM), AND RE-EXPORTS (THE PRODUCE OF FOREIGN COUNTRIES AND OTHER PORTIONS OF THE BRITISH EMPIRE), WITH THE COUNTRIES INDICATED, FOR THE CALENDAR YEARS 1921, 1922, AND 1923:

	1921	1922	1923
Canada—			
Imports .. . . . .	£ 61,975,446	£ 54,874,201	£ 53,447,832
Exports .. . . . .	19,458,990	25,188,846	27,565,826
Re-exports .. . . . .	2,068,917	2,595,671	2,768,747
Total .. . . . .	£ 83,503,353	£ 82,658,718	£ 83,782,405
Australia—			
Imports .. . . . .	£ 68,069,954	£ 64,793,760	£ 49,067,789
Exports .. . . . .	45,636,741	60,253,567	57,707,353
Re-exports .. . . . .	2,784,249	5,275,628	4,184,117
Total .. . . . .	£116,490,944	£130,322,955	£110,959,259

TABLE SHOWING TRADE OF THE UNITED KINGDOM, ETC.—*Continued*

	1921	1922	1923
New Zealand—			
Imports .. . . .	£ 48,735,661	£ 48,510,239	£ 42,969,456
Exports .. . . .	14,889,289	15,997,041	20,695,439
Re-exports .. . . .	580,093	832,534	999,691
Total .. . . .	£ 64,205,043	£ 65,339,814	£ 64,664,586
South Africa—			
Imports .. . . .	£ 18,670,676	£ 16,039,123	£ 15,351,290
Exports .. . . .	29,858,543	24,529,992	27,895,779
Re-exports .. . . .	1,206,811	1,285,116	1,440,596
Total .. . . .	£ 49,736,030	£ 41,854,231	£ 44,687,665
West Africa—			
Imports .. . . .	£ 10,816,176	£ 9,756,134	£ 11,166,223
Exports .. . . .	12,562,894	11,695,310	11,521,087
Re-exports .. . . .	824,412	910,392	994,938
Total .. . . .	£ 24,203,482	£ 22,361,836	£ 23,682,248
British West Indies—			
Imports .. . . .	£ 6,021,734	£ 4,094,738	£ 5,860,727
Exports .. . . .	3,763,382	3,462,212	3,677,560
Re-exports .. . . .	453,632	489,652	329,539
Total .. . . .	£ 10,238,748	£ 8,046,602	£ 9,868,126
British India—			
Imports .. . . .	£ 44,307,742	£ 47,719,039	£ 67,025,023
Exports .. . . .	108,868,548	92,104,779	86,119,930
Re-exports .. . . .	2,535,298	1,317,234	1,094,401
Total .. . . .	£155,411,588	£141,141,051	£154,239,354
Ceylon—			
Imports .. . . .	£ 10,683,006	£ 10,317,657	£ 12,489,585
Exports .. . . .	3,949,940	3,572,214	3,767,968
Re-exports .. . . .	83,235	91,678	105,471
Total .. . . .	£ 14,716,181	£ 13,981,549	£ 16,363,024
Straits Settlements—			
Imports .. . . .	£ 7,269,472	£ 7,947,700	£ 10,681,232
Exports .. . . .	8,430,115	6,599,101	7,753,138
Re-exports .. . . .	150,778	80,701	152,604
Total .. . . .	£ 15,850,365	£ 14,627,502	£ 18,586,974
France—			
Imports .. . . .	£ 53,013,656	£ 48,537,887	£ 58,473,471
Exports .. . . .	44,259,945	48,538,111	49,257,679
Re-exports .. . . .	12,805,071	17,618,392	19,038,566
Total .. . . .	£110,078,672	£114,694,390	£126,769,716
Belgium—			
Imports .. . . .	£ 32,861,826	£ 23,618,752	£ 27,482,707
Exports .. . . .	19,629,388	25,031,582	25,210,566
Re-exports .. . . .	9,653,922	10,648,103	10,242,101
Total .. . . .	£ 62,145,136	£ 59,298,437	£ 62,935,374
Italy—			
Imports .. . . .	£ 8,890,894	£ 11,276,085	£ 14,329,722
Exports .. . . .	16,937,718	18,667,652	19,418,084
Re-exports .. . . .	1,723,894	1,724,501	2,145,096
Total .. . . .	£ 27,552,506	£ 31,668,238	£ 35,892,902
Germany—			
Imports .. . . .	£ 20,513,801	£ 26,523,377	£ 35,000,916
Exports .. . . .	17,861,350	32,110,750	42,570,066
Re-exports .. . . .	22,849,863	16,985,809	18,266,374
Total .. . . .	£ 61,225,014	£ 75,619,936	£ 95,837,356
Sweden—			
Imports .. . . .	£ 21,590,868	£ 19,180,655	£ 21,562,688
Exports .. . . .	9,622,916	12,312,146	13,788,950
Re-exports .. . . .	1,892,817	1,526,369	1,832,122
Total .. . . .	£ 33,106,601	£ 33,019,170	£ 37,183,760
Norway—			
Imports .. . . .	£ 10,317,093	£ 10,584,485	£ 11,135,145
Exports .. . . .	14,574,243	11,518,185	8,612,433
Re-exports .. . . .	785,070	713,033	730,347
Total .. . . .	£ 25,676,406	£ 22,815,703	£ 20,477,925
Netherlands—			
Imports .. . . .	£ 38,834,343	£ 34,145,582	£ 37,095,883
Exports .. . . .	27,341,144	34,558,038	29,416,516
Re-exports .. . . .	9,122,888	5,994,431	5,798,773
Total .. . . .	£ 75,298,375	£ 74,698,051	£ 72,306,172
Denmark—			
Imports .. . . .	£ 41,365,144	£ 40,309,067	£ 46,275,638
Exports .. . . .	10,033,658	12,442,198	12,787,986
Re-exports .. . . .	1,413,815	1,245,868	1,737,922
Total .. . . .	£ 52,812,617	£ 53,997,133	£ 60,801,546



TABLE SHOWING TRADE OF THE UNITED KINGDOM, ETC.—*Concluded*

	1921	1922	1923
Switzerland—			
Imports.. . . . .	£ 19,951,818	£ 21,708,727	£ 19,470,517
Exports.. . . . .	5,537,520	9,895,568	7,285,907
Re-exports.. . . . .	£ 1,047,020	1,300,037	1,352,907
Total.. . . . .	£ 26,536,358	£ 32,904,332	£ 28,109,331
Greece—			
Imports.. . . . .	£ 4,034,230	£ 4,034,152	£ 4,665,516
Exports.. . . . .	5,876,761	3,774,781	3,828,171
Re-exports.. . . . .	261,307	67,278	130,611
Total.. . . . .	£ 10,172,298	£ 7,876,211	£ 8,624,298
Spain—			
Imports.. . . . .	£ 22,097,977	£ 18,690,958	£ 19,538,535
Exports.. . . . .	13,510,204	11,960,283	10,536,362
Re-exports.. . . . .	703,527	959,368	797,150
Total.. . . . .	£ 36,311,708	£ 31,610,609	£ 30,872,047
Russia—			
Imports.. . . . .	£ 2,694,674	£ 8,102,829	£ 9,308,232
Exports.. . . . .	2,181,007	3,640,624	2,493,205
Re-exports.. . . . .	1,210,283	970,403	1,990,178
Total.. . . . .	£ 6,085,964	£ 12,713,856	£ 13,791,615
Austria—			
Imports.. . . . .	£ 703,039	£ 1,566,071	£ 2,098,844
Exports.. . . . .	1,734,041	1,039,914	1,133,309
Re-exports.. . . . .	407,857	413,041	391,609
Total.. . . . .	£ 2,844,937	£ 3,019,026	£ 3,623,762
Czecho-Slovakia—			
Imports.. . . . .	£ 5,703,149	£ 5,219,549	£ 8,309,519
Exports.. . . . .	1,317,696	744,868	996,779
Re-exports.. . . . .	1,415,794	304,221	107,127
Totals.. . . . .	£ 8,436,639	£ 6,263,638	£ 9,413,425
United States—			
Imports.. . . . .	£274,750,124	£221,817,421	£211,227,465
Exports.. . . . .	43,983,643	55,542,246	59,618,674
Re-exports.. . . . .	20,319,686	21,721,624	25,944,747
Total.. . . . .	£339,058,458	£299,181,291	£296,790,886
Argentine—			
Imports.. . . . .	£ 63,369,725	£ 56,620,803	£ 66,084,756
Exports.. . . . .	27,626,234	22,668,618	28,164,835
Re-exports.. . . . .	427,461	655,997	694,268
Total.. . . . .	£ 96,423,420	£ 79,945,418	£ 94,943,859
Brazil—			
Imports.. . . . .	£ 5,883,046	£ 7,655,112	£ 5,897,396
Exports.. . . . .	10,384,657	10,900,462	10,997,575
Re-exports.. . . . .	217,916	275,547	254,247
Total.. . . . .	£ 16,485,619	£ 18,831,121	£ 17,149,218
Peru—			
Imports.. . . . .	£ 6,441,400	£ 7,470,284	£ 8,605,442
Exports.. . . . .	2,149,060	1,726,952	2,570,514
Re-exports.. . . . .	31,665	61,928	72,653
Total.. . . . .	£ 8,622,125	£ 9,259,164	£ 11,248,609
Chile—			
Imports.. . . . .	£ 6,489,415	£ 4,439,227	£ 5,788,807
Exports.. . . . .	5,120,710	5,418,431	6,677,124
Re-exports.. . . . .	90,678	141,508	304,784
Total.. . . . .	£ 11,700,803	£ 9,999,166	£ 12,770,715
Mexico—			
Imports.. . . . .	£ 9,859,235	£ 8,603,605	£ 6,344,782
Exports.. . . . .	4,590,021	2,216,086	2,749,752
Re-exports.. . . . .	125,670	87,853	59,676
Total.. . . . .	£ 14,574,926	£ 10,907,544	£ 9,154,210
Cuba—			
Imports.. . . . .	£ 6,488,329	£ 10,648,452	£ 8,704,191
Exports.. . . . .	1,898,277	1,383,186	2,934,461
Re-exports.. . . . .	592,198	511,275	124,257
Total.. . . . .	£ 8,978,804	£ 12,542,913	£ 11,762,909
China—			
Imports.. . . . .	£ 11,269,717	£ 9,714,169	£ 12,284,219
Exports.. . . . .	26,218,760	22,978,232	18,609,014
Re-exports.. . . . .	185,947	159,717	171,041
Total.. . . . .	£ 37,674,424	£ 32,852,118	£ 31,064,274
Japan—			
Imports.. . . . .	£ 8,761,769	£ 8,447,282	£ 6,771,288
Exports.. . . . .	21,434,006	24,187,112	26,326,086
Re-exports.. . . . .	770,372	270,161	253,815
Total.. . . . .	£ 30,966,147	£ 32,904,555	£ 33,351,189

## IMPROVED OUTLOOK FOR FLAX PRODUCERS

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, February 19, 1924.—The London *Times Trade Supplement* for February 15 devotes no less than three columns to this subject, half of which is an article by a Belfast correspondent.

This correspondent begins by stating that the shortage of cotton supplies and the consequent high level of prices for cotton goods have given a stimulus to the linen industry. It seems likely that cotton's misfortune will be linen's gain. In pre-war times, when cotton was available at 5 pence (10 cents at par of exchange) per pound, average flax was offered at somewhat less; by reason of the more complex manufacturing processes finished linen fabrics were priced at 80 to 100 per cent above cotton cloth. To-day this ratio is reversed. Flax is the cheaper raw material, being about 11½ pence (23 cents) per pound, while raw cotton is about 20 pence (40 cents). Further, linen yarn is offered at 17 to 18 pence (34 to 36 cents) per pound, while competing qualities of cotton yarns fetch 26½ pence (53 cents) per pound. It is possible also to purchase several kinds of linen goods as cheap as, if not cheaper than, corresponding cottons.

It is necessary to go back to the period of the American Civil War to find any parallel to this condition, in which the scarcity or total lack of raw cotton enabled linen to compete, and more than compete, in price, to say nothing of quality, with cotton manufactures, and created a period of great prosperity in the linen industry. Those connected with the linen industry in Northern Ireland are now wondering whether history is about to repeat itself, as there are distinct indications of something in the nature of a boom for linen after a long period in the slough of despond. Yet if linen is to enjoy a real boom one essential is vital—an ample supply of the raw material. If there is to be an unusual demand for linen goods, it must be expected to be not less in volume than that recorded for 1913. Considering the 1913 flax, tow and yarn supplies, it is found that while the Irish crop was 13,439 long tons, the foreign imports reached 45,865 tons; 4,205 tons were exported, leaving the net supply at 55,099 tons. Moreover, during 1913, 12,438 tons of yarns were imported, and deducting 7,279 tons re-exported, this gave a net addition of 5,159 tons, or equivalent to another 10,000 tons of flax. This calculation gives Ireland's total flax consumption for 1913 at about 66,000 tons.

What are the prospects of supplies for the near future? Taking the net flax consumption as above, 66,000 tons, the sources of supply seem to have been as follows: Russia, 39,000 tons net; Belgium, 13,000; Ireland, 11,500; Holland, 1,500; Germany, 400; France, 200; and other countries, 300 tons. Russia is the key of the problem. In pre-war days that country exported 300,000 tons yearly. Now times in Russia are bad, and British imports, exclusive of those from Riga and Reval, which are no longer Russian territory, reached only 2,755 tons last year. There may still be supplies of fibre in Soviet Russia, but the quantity is problematic, and the Belgian linen industry, increasingly active, will call for as much of these Russian stocks as possible. Russian flax is now quoted at £100 per ton compared with Irish at £120, though the 1913 ratios were Irish £54 and Russian £41. If big stocks of Russian flax were available, it is clear that lower quotations would rule. Experts estimate that Russia's export cannot quite reach 40,000 tons, or about 13 per cent of pre-war exports, and the real figure is probably much less.

By grouping the Baltic States under "other countries," the British Board of Trade returns are not a very accurate guide, but it might be taken that of the total 17,633 tons of flax and tow the United Kingdom imported from



so-called "Russia" last year, 11,000 tons came from the Baltic States. Last year Latvia's crop was poor, with only 15,000 tons yield, and of the little remaining, Belgium is the favoured buyer. Esthonian reports state that most of the poor yield there is already marketed; though probably about 4,000 tons have still to reach this country. The total from the Baltic States may reach 20,000 tons, but how much will come to Great Britain is doubtful.

There are probably about 2,500 tons of Belgian flax available, though, according to latest reports, dew-retted fibre is almost at an end. It is uncertain, considering Belgium's home demand, that this country can count on even 60 per cent of last year's 7,706 tons, but at the same time a much increased acreage is expected this season. Holland, which supplied 1,550 tons last year, may give Great Britain half that during 1924.

#### CANADA'S GREAT OPPORTUNITY

The probable supplies from Germany are negligible. Disappointment in regard to prices has discouraged Canadian growers during recent years, and the acreage has been far from encouraging. In 1920 Canada's fibre area was 31,300 acres, and that total could be reached again. Last year the area was 4,500 acres, or three and a half times that of 1922, so probably 600 tons may be forthcoming. Never was there a better opportunity for Canadian flax growers, in the opinion of the correspondent quoted above. Flax at £100 a ton appears to be a remunerative crop, and it is not likely to be cheaper for a few years.

### GREAT INCREASE IN NEW ZEALAND'S AUTOMOTIVE IMPORTATIONS

TRADE COMMISSIONER W. A. BEDDOE

Auckland, February 12, 1924.—A striking increase in the number and value of motor vehicles imported into New Zealand is shown by the figures for last year, compared with those for 1922, according to a return specially compiled by the Comptroller of Customs. The value of last year's imports was £2,421,045, against £881,137 in the previous year, a threefold increase. The number of vehicles represented is 13,944 against 3,999. Imports of motor bicycles were valued at £142,417, as against £54,569. Motor tires were valued at £740,225, as against £478,230 in 1922.

Prices of almost all motor vehicles were greatly reduced last year. The average cost of each imported vehicle was £173, as against £220 in the previous year, equal to a reduction of £47 per unit, or about 20 per cent. Lower prices creating a keener demand, and a greater measure of prosperity in town and country with consequent increase in buying power, are largely responsible for the abnormal importations. The attached figures show that the rate of increase for motor cars was, however, greater than for commercial vehicles, in which classification is included lorries, trucks, vans and buses.

Examining imports according to country of origin, it will be seen that in numbers Canada easily leads any other country. Preponderance in aggregate value is not so marked in the case of automobiles, and it is lost in the returns for commercial vehicles. Whereas last year 925 Canadian lorries, etc., cost £81,589, 217 of British make cost £121,034, an average roughly of £90 against £550. Similar striking results demonstrating the relative cheapness of the Canadian product can be obtained under several headings.

*North America Gaining.*—A comparison of last year's figures with those for 1922, both for cars and commercial vehicles, shows that imports from

Canada and the United States have increased at a much greater rate than those from Britain, thus indicating a quickening in demand for lower-priced motors.

The expansion of the motor body-building industry is also seen in the return of vehicles imported without bodies, which for the whole Dominion were 2,451, as against 805 the previous year, an increase of 200 per cent. Of chassis imported without bodies by far the greater proportion are for commercial vehicles. The figures last year show that of 12,359 cars imported, only 913 came without bodies, while of 1,585 commercial vehicles only 47 came with bodies.

#### STATISTICAL TABLES

The number and value of all classes of motor vehicles imported into New Zealand in the past two years was as follows:—

	No.	£	No.	£
New Zealand .. . . .	13,944	2,421,045	3,999	881,137

Separate returns for motor cars and commercial vehicles are given in the tables below, which also give the country of origin and the number and value of cars imported into New Zealand for the last two years:—

#### Motor Cars

	1923.		1922.	
	No.	£	No.	£
Great Britain .. . . .	496	208,953	162	88,681
Canada.. . . .	7,380	966,384	1,908	312,970
Australia.. . . .	4	1,514	....	....
Belgium.. . . .	4	1,067	1	764
Italy.. . . .	131	31,599	145	30,485
France.. . . .	35	9,609	13	3,679
United States.. . . .	4,309	854,171	1,247	252,346
Totals.. . . .	12,359	£2,073,297	3,476	£688,925

#### Lorries, Buses, etc.

Great Britain .. . . .	217	121,034	153	102,631
Canada.. . . .	925	81,589	205	21,500
Italy.. . . .	5	1,008	....	....
France.. . . .	1	437	4	1,655
United States.. . . .	437	143,680	161	66,426
Totals.. . . .	1,585	£347,748	523	£192,212

### FINANCIAL CONDITIONS IN BRAZIL

#### TRADE COMMISSIONER P. W. COOK

Rio de Janeiro, February 4, 1924.—The most important feature in the commercial situation in Brazil during January was the remarkable recovery of the milreis in relation to sterling and the dollar. On January 2 the Canadian dollar was quoted at 10\$000, during the last two weeks of the month it was more or less steady at 9\$100, and to-day (February 4) it has taken another downward turn and is quoted at 8\$350. In all the financial situation is giving rise to general optimism, and it is anticipated that commercial relationships with high-currency countries such as the United States and Canada will be on a more satisfactory basis than for some years past.

The balance of trade for October last, which has just been announced, was very satisfactory. Exports expressed in sterling amounted to £7,944,000 and imports £4,553,000 or a favourable balance of £3,391,000. This is an increase in exports of over one million on September figures, when the exports were £6,648,000. Generally the finances of the country are in a more satisfactory condition than might have been anticipated a year ago.



## AUSTRALIAN WHEAT AND FLOUR

TRADE COMMISSIONER D. H. ROSS

Melbourne, February 5, 1924.—As advised by cable, it is now conceded that Australia will have available for export over 82,000,000 bushels of this season's wheat, thus considerably increasing the estimate of three months ago. Dry climatic conditions over a wide area of the New South Wales wheat-growing belt was the chief cause of decreased production.

About harvesting time, exporters were fortunate in securing exceedingly favourable freight rates to various oversea ports, and this gave quite a fillip to selling wheat for forward deliveries. British importers, on the other hand, being penalized by the low conversion rates of sterling into dollars, endeavoured to obtain their wheat requirements from Australia rather than from Canada and the United States and this accentuated the demand.

Japan made heavy purchases for early shipment and paid higher prices than London parity. South Africa started buying freely, and careful inquiry demonstrates that heavy purchases have been made for shipment in February and March to that market. The f.o.b. steamer quotation to-day is 4s. 6½d. per bushel, which rate might be shaded for shipment in April and May.

So far the shipments of this season's flour have been rather disappointing on account of tonnage not being available. Sales could readily have been made in the United Kingdom, but no freight could be obtained. The mills, however, are working under fair pressure, but much depends upon the freight and exchange situation as to whether remunerative prices are to be realized.

The freight position has hardened during the last month, and considerable tonnage booked by prospective shippers was resold at an advance of 10s. per ton, up to £2 being paid on flour to the United Kingdom. To-day's freights are quoted on wheat and flour at £1 17s. to the United Kingdom, £1 17s. 6d. to Durban and Cape Town, and £2 per ton to other ports in South Africa.

## AUSTRALIAN WOOL PRICES

TRADE COMMISSIONER D. H. ROSS

Melbourne, February 5, 1924.—Despite some recent minor fluctuations in the London sales, there has been no weakening in the values obtained in Australian sales of wool. Indeed, as this mail closes, the prices realized are higher than when the sales opened in October last. Practically no types or classes of wool are neglected, and, considering that the principal auction sales close in March, it appears that the continued strong demand emphasizes that more wool is wanted than there is to sell.

Best superior greasy merino fleece wools, yielding 64 per cent of clean wool, are being sold at about 40 pence per pound. Good average merino would cost about 68 pence, on a clean scoured basis, delivered at Toronto. Good merino lambs would cost about 58 pence clean delivered, while Lincoln wools, yielding about 72 per cent, would cost about 16 pence delivered in Canada. Short carding merino wools, free from fault, would cost about 46 pence clean basis delivered in Canada. To give some idea of increased values, fleece wools which had been withdrawn at 23 pence per pound realized 31 pence at the last sales. Generally the advance since the beginning of the season on all wools is about 33 per cent, and it is anticipated that these prices should hold, although all round they constitute records in the Australian sales. As much as 45 pence has been paid for some merino wool in the grease at Geelong (near Melbourne), equivalent to about 76 pence per pound clean delivered in Canada. Practically everything coming on the market is absorbed.

## AUSTRALIAN RAILWAY TENDERS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, February 5, 1924.—The decision of the South Australian Government in regard to the tenders for locomotives and rolling stock which were called for some time ago has recently been announced. The contracts called for the supply and delivery of (1) 30 locomotives, comprising 10 of the mountain type, 10 of the Pacific type, and 10 of the Mikado type; and (2) 1,200 freight railway cars, comprising 600 gondola cars of 40 tons capacity, 100 steel louvered cars of 30 tons, and 500 steel box cars of 30 tons capacity.

The successful tenderers for the locomotives were Messrs. Armstrong, Whitworth & Co., Limited, of England, and for the railway cars Messrs. Poole & Steel, of Adelaide, South Australia. Thirteen tenders were received for the locomotives and twenty-two for the trucks.

The Premier of South Australia, in announcing the decision of the Government in regard to the contracts, is reported in the press to have stated: "The tender accepted for the trucks, as regards the gondola and box cars only, is £288,000 less than the lowest tender of any Australian firm that is prepared to do the manufacturing work in Australia. The lowest tenderer for the work to be done in Australia did not tender for the 100 louvered cars. In connection with these trucks the tender of £1,027,000 includes duty, insurance and freight. The tender accepted—that of Messrs. Poole and Steel, of Adelaide—is £92,230 lower than the lowest English tender.

"The contract for 30 locomotives has been let to Messrs. Armstrong, Whitworth & Co., of England. The total cost to the department for the locomotives, including all charges, insurance, etc., was £456,500, an average price of £15,200 an engine. The only Australian tenderer put in a price for the ten Pacific and ten Mikado type, the tender for the Pacific type being 73 per cent higher than the accepted tender, and for the Mikado type 51 per cent higher."

Up to the closing of this mail the exact figures have not been gazetted, hence the Premier's estimate can only be considered as approximately correct.

The successful tenderers for the cars (Messrs. Poole & Steel) were acting in close conjunction with an American company whose expert came to Adelaide to investigate the bearing of local conditions upon the assembling of materials and completing trucks for delivery on the rails in conformity with the terms of contract. It is conceded that the bulk of materials and rolling stock has to be imported, but considerable expenditure in labour and certain supplies will be incurred by the contractors in South Australia.

## MARKET FOR LEATHER BELTING IN CHILE

The leather industry in Valparaiso, Chile, has been considerably expanded during recent years, and now turns out a very fair class of belting, which sells for considerably less than the imported article and seems to be giving satisfaction in numerous small plants. The total imports of belting in 1922 amounted to 103,678 kilos, valued at 487,247 gold pesos, says the United States *Commerce Reports*. Of this quantity Germany furnished 32 per cent; Great Britain, 30 per cent; and the United States, 36 per cent. The statistics are not sufficiently explicit to enable one to determine whether this includes rubber and cotton belting, as well as leather belting. Considerable manufacture is carried on in central Chile, and this district might be developed into a very satisfactory market for American belting. The principal purchases of American belting would be for use in large mines, textile mills, saw-mills, and various other industrial plants, as well as State railways.



**TARIFF RECIPROCITY BETWEEN JAMAICA AND NEWFOUNDLAND**

TRADE COMMISSIONER J. CORMACK

Kingston, February 29, 1924.—The Legislative Council of Jamaica on the 28th instant passed a resolution extending to Newfoundland the same preference already accorded to Canada, and this measure went immediately into effect. It will be recalled that on August 16, 1923, an Act was passed in Newfoundland, "in reciprocation for certain tariff privileges granted by the Government of Jamaica on products of Newfoundland imported into Jamaica," which provided for the admission of Jamaican goods at a reduction of 25 per cent in duty. (See *Commercial Intelligence Journal* No. 1027, October 6, 1923.)

Newfoundland's exports to Jamaica are almost entirely fish. The following are the statistics of the imports of fish into Jamaica from Newfoundland and Canada during 1922 and 1923. (The incompleteness of the record for the latter year is due to the fact that the Customs Department has not yet finished the preparation of the trade returns for that period.) It will be noted that in 1923, of dried salted fish the imports, though subject to general duty, were considerably in excess of those from Canada; the reason lies largely in the better prices offered by Newfoundland shippers. The grant of a preference will place them in a still more favourable position and unless Canadian exporters appreciate the situation and meet the Newfoundland prices, they will probably lose the valuable trade which they now enjoy. Further factors adversely affecting the sale of Canadian dried cod here are the conservatism of this market, which impels buyers to retain their connections with the Newfoundland firms from whom they have been purchasing for many years past, and also the fact that amongst a certain class of customers there is a decided preference for the browner Newfoundland cod. A canvass of the fish brokers here elicits the interesting information that no offerings can be obtained to-day in this line from Newfoundland, the advice from that Dominion being that there is no fish available for export.

**FISH IMPORTS INTO JAMAICA**

	Lbs.	1922	1923 Lbs.
Dried salted—			
Newfoundland .. . . .	4,313,810	£ 75,678	6,459,596
Canada .. . . .	7,575,683	132,800	5,872,461
Herrings, pickled—			
Newfoundland .. . . .	2,487,652	19,901	651,700
Canada .. . . .	3,396,783	27,174	3,359,200
Herrings, smoked—			
Newfoundland .. . . .	2,450	61	.....
Canada .. . . .	99,235	2,481	.....
Mackerel—			
Newfoundland .. . . .	2,000	35	400
Canada .. . . .	1,557,604	27,258	2,601,160
Salmon, pickled—			
Newfoundland .. . . .	70,947	1,589	.....
Canada .. . . .	89,900	1,888	.....
Alewives—			
Newfoundland .. . . .	.....	.....	4,000
Canada .. . . .	472,600	4,710	254,100

The preference granted by Newfoundland is applicable to all products of Jamaica. The three leading items of export to Newfoundland have been sugar, rum and cigars. In 1922, Jamaica's exports to Newfoundland, excluding re-exported goods not the produce or manufacture of the colony, were valued at £28,942, of which sugar accounted for £27,175. The official returns for 1923, differentiating countries of destination, have not been published; but an inspection of the records of the Customs Department discloses that during that year no shipments of sugar were made to Newfoundland.

## COMMERCIAL CONDITIONS IN INDIA

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, February 6, 1924.—Rupee exchange remains well over 1s. 5d. as compared to the 1s. 4d. rate which is now generally accepted as the par value of the rupee and the rate at which the rupee remained during the greater part of 1922 and 1923. During December and January the rupee has shown greater sustained strength than at any time since its collapse in 1920-21 from the artificially high levels reached at that time. It might be expected that under the circumstances India's imports would show some buoyancy, but on the other hand the total value of the imports of foreign merchandise into India during December, 1923, touched a new low level for the past three years. It must be kept in mind, however, that the effect on the import trade of a high December rupee rate would hardly make itself felt until February or March.

The only heartening feature of the import trade since the turn of the new year has been the recent strength in the demand for certain classes of piece goods. Clearance of all piece goods from Calcutta and Bombay has been well maintained during January. Piece goods merchants in Calcutta are now said to be making some profit on their transactions for the first time in about three years. Notwithstanding the strengthening demand for piece goods in the bazaars, buyers are wisely maintaining a cautious attitude. The lessons of the disastrous overstocked markets of 1920-21 are still very vivid in the mind of every Indian merchant, and this applies to hardware, metal and other markets as well as to piece goods. Therefore, although the volume of import trade is still at a very low ebb, basic conditions may be said to be sound in that practically all Indian markets are bare of stocks. Meanwhile exports continue to swell in volume, thus creating a growing favourable trade balance. Indian markets are only awaiting stability in prices and in the European political situation. Granted these two conditions, India's demand for foreign goods of all kinds will gradually broaden out. This office has recently noted a slightly increased interest on the part of dealers in the possibility of taking up new lines as soon as buying conditions improve. In anticipation of improved markets therefore, Canadian manufacturers are urged to keep this office supplied with catalogues, price lists, up-to-date discount sheets, and, if possible, samples.

The great cotton industry on the Bombay side is passing through an anxious period. Competition from Lancashire and Japan has become too much for several mills and these have been closed down, while others are finding it exceedingly difficult to maintain their dividends. At the same time the industry is suffering from a series of strikes. The jute and tea industries, particularly the latter, are on the whole in a satisfactory position, although some apprehension is felt in the tea industry at the growing shortage of labour. Nearly all Indian crops are at the present time in a satisfactory condition.

## THE EIGHTH SWISS INDUSTRIES FAIR AT BASLE, SWITZERLAND

Mr. Carl P. Huebscher, Swiss Consul General in Canada, writes under date March 7, 1924, that the Eighth Swiss Industries Fair at Basle, Switzerland, will be held this year from May 17 to May 27. This fair will afford to Canadians attending the British Empire Exhibition an opportunity of visiting this important national fair at which buyers get into direct touch with the Swiss manufacturer.



## THE ITALIAN SITUATION

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, February 15, 1924.—The conclusion of the arrangement whereby Fiume became an Italian city, and the management of this port will be conducted by a joint board composed of Italians and Jugo-Slavs, constitutes a further forward step in the economic development of Italy, and has served to establish amicable relations between the two countries. Plans have been formulated for the negotiation, during the next few weeks, of a commercial treaty between Italy and Jugo-Slavia, which it is believed will inaugurate a new era of trade activities in the Eastern Balkans.

During the month of January a commercial treaty was signed between Italy and Albania, and an agreement regulating railways tariffs and transit relations between Italy and Hungary was arrived at. Following the recent recognition by Italy of the Russian Soviet Government, arrangements are being made for the conclusion of a commercial treaty with Russia.

The deficit in the national accounts for the fiscal year 1922-23 is 3,029 million lire. The note circulation decreased from 16,980 million lire on November 20 to 16,774 million lire on December 20, 1923, the last month for which statistics are available. State revenue receipts for the six months ended December, 1923, totalled 6,693 million lire, as compared with a total of 6,379 million lire during the corresponding period of 1922.

During the eleven-month period January-November, 1923, Italian imports were valued at 15,365 million lire, as against 13,810 million lire during the parallel period of 1922, while exports reached a valuation of 9,453 million lire, as compared with 8,286 million lire for the corresponding month of 1922. Italy's adverse balance of trade for the eleven months January-November, 1923, stands at 5,911,639,056 lire, as against 5,523,711,329 lire for the like period of the previous year.

Exceptionally firm behaviour characterized the Italian lire during the month of January, when its independence in relation to the pronounced fall of the French and Belgian franc was accompanied by a slight improvement in relation to both dollar and sterling quotations.

During January 79 stocks were listed on the Milan Bourse, of which 56 showed a total advance of 1,915 points, while 19 depreciated 184 points and 9 registered no deviation.

## ITALY'S CONVENTIONAL TARIFF RATES

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, February 21, 1924.—Under the provisions of the Convention of Commerce between Canada and Italy, which was ratified on and became effective as from January 8 of this year, Canada and Italy accord each other most favoured nation tariff treatment. The following countries are now granted most favoured nation treatment by Italy: Albania, Argentina, Belgium and Luxemburg, Brazil, Canada, Czecho-Slovakia, Chili, China, Colombia, Congo (Belgian), Cuba, Denmark, Egypt, Ecuador, France, Greece, Honduras, India, Japan, Liberia, Morocco, Mexico, Nicaragua, Norway, Holland, Panama, Paraguay, Persia, Peru, Poland, Portugal, Roumania, Salvador, San Domingo, Serb-Croat-Slovene Kingdom, Siam, Sweden, Switzerland, United Kingdom, United States, Venezuela, and Zanzibar, and the Italian colonies of Eritrea, Somalia, Tripoli, and Cirenaiqa. Most favoured nation treatment is also granted by Italy to certain imports from Austria and Spain.

Through conventional tariff agreements now in force, special import duty rates are granted by Italy to Greece, Brazil, Japan, France, Switzerland, Austria, and Spain, and Canada, as a "most favoured nation" is accorded in every case by Italy tariff treatment equally advantageous to that enjoyed by any other country.

Items specified in the Italian customs import tariff as being entitled to conventional rates of duties which one or other of the foregoing countries include certain articles listed under the following headings: animals, meat extracts, soups, milk and cream (fresh and condensed), lactic flour, cheese, products of the fisheries, colonial products and substitutes therefor, sugar and sugar products, garden products and fruits, mineral waters, beers and alcoholic beverages, sea salt and rock salt, oleaginous seeds and fruits, animal and vegetable oils and fats, vegetable wax, textile products, wool and hair (natural and manufactured), silk and artificial silk, clothing of linen and other sewn articles, metallic ores, common metals, machinery, instruments, tools, vehicles, and products of the metallurgical industry, copper and alloys thereof and other common metals and their alloys, and miscellaneous manufactures of other common metals, not comprised in other categories, machines and apparatus, and instruments, utensils and tools for the arts, trades and agriculture, scientific instruments, clocks and watches, arms and ammunition, bicycles and parts of motor cycles and bicycles, stones, earths, bricks, non-metallic minerals, and products of the pottery and glass-making industries, woods and cork, and materials for plating and inlaying, chemical medicinal products, resins, dyeing and tanning materials, chemical fertilizers, organic chemical products, medicinal substances, pharmaceutical products, colours and varnishes, hides, skins and furs, and their manufactures, papers, cardboards, and products of the graphic arts, musical instruments, precious stones, silver, platinum and wares of precious metals, millinery, hats, umbrellas, boots and shoes, and articles for personal use, small-ware, toys and brushes, and vegetable and animal materials.

Exporters desiring further information in this connection are requested to address inquiries to the Department of Trade and Commerce, Ottawa, or to the office of the Canadian Trade Commissioner, Via Carlo Cattaneo 2, Milan, Italy.

## FINANCIAL AND COMMERCIAL CONDITIONS IN ARGENTINA

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, February 14, 1924.—Argentina is to a very great extent dependent upon Europe as a market for her agricultural products, and the unsettled political situation in Europe is viewed with much concern. Nevertheless, in spite of the diminished buying power of most European countries, the commerce and finance of Argentina have shown considerable improvement during the last few months. The Federal Government is making a strong endeavour to balance its budget, and there is every reason to believe that it will succeed. Customs duties show an increase of \$26,000,000 Canadian currency, or 30 per cent over the previous twelve months.

This year's abundant crop is finding a ready market at good prices, partly owing to the fact that practically no stocks remained over from last year. Improved prosperity in agriculture, especially noticeable in linseed, has resulted in a considerable increase in the areas cultivated. The unfortunate condition which has prevailed throughout the live stock industry has happily been improving gradually during the last half year, until it has attained a very healthy and satisfactory position. Canned beef, butter and cheese are being exported in increasing quantities, no small amount going to the United States and Canada.



Wool is another of Argentina's most important exports, and the very high price which it is selling at to-day is helping in no small degree to bring further prosperity to the live stock industry. The iron and steel industry has received a set-back in the failure of one of its largest iron and steel foundries, which has been sold by auction. The boot and shoe trade is in many instances having a hard time to keep its head above water, although some companies are flourishing.

Owing to the increased demand for cargo space required for the shipment abroad of the cereal crop surplus to the needs of the country, freight rates have advanced considerably and shipping in general has become quite active. The total movement during the year ending December, 1923, including both arrivals and departures, has exceeded 17,000,000 tons register, an increase over 1922 of over 33 per cent. Both state and private owned railways continue to show improvement, the former having under construction new lines which when completed will amount to nearly 3,000 kilometres, the object being both to open up new areas to cultivation as well as to give a better service to other districts which are already being worked. Cables from London report a further advance in quotations of the stocks of the principal British-owned railways.

## TENDERS INVITED

### Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material and equipment required by various Australian Government departments. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa.

Tenders in conformity to the specifications, and according to each respective schedule, should be addressed to: The Secretary, Victorian Government Railway Department, Melbourne, Australia; The Secretary, Brisbane Tramway Trust, 51 Countess street, Brisbane, Australia; The Secretary, The Railway Commissioners for New South Wales, Bridge street, Sydney, Australia; The Chief Commissioner for Railways and Tramways, Bridge street, Sydney, Australia; and The Deputy-Postmaster-General, Perth, Australia.

Particulars of the requirements are briefly outlined thus:—

#### VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of closing	Particulars
36872	Apr. 2, 1924	Supply and delivery of 24,000 metal filament lamps, 46 watt, 116 volt, and 8,000 carbon filament lamps, 32 watt, 140 volt, as specified.
36956	Apr. 30, 1924	Supply and delivery of one drop hammer battery of 16 cwt., 10 cwt., and 16 cwt. stamps with all necessary accessories, and one set dies and tools, as specified.

#### BRISBANE TRAMWAY TRUST

20/1923	Apr. 9, 1924	Supply and delivery of 50 traction motors of not less than 50 h.p. at 550 volt direct current; 30 traction motors of not less than 60 h.p. at 550 volt direct current; 15 sets of control equipment for same and spare parts for both motors and equipment; or, alternatively, 80 traction motors of not less than 60 h.p. at 550 volt direct current, and 15 sets of control equipment for same, with spare parts for both, as specified.
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#### NEW SOUTH WALES GOVERNMENT RAILWAYS

956	May 7, 1924	Manufacture, supply, delivery, erection and maintenance of three electric overhead travelling cranes, as specified.
947	May 21, 1924	Manufacture, supply and delivery of electric train equipments for 150 motor cars and 150 trailer cars, as specified.

#### COMMONWEALTH POSTMASTER-GENERAL'S DEPARTMENT

W.A. 807	Apr. 23, 1924	Supply and delivery of 324 accumulators, of an approved type, complete in glass containers, each of approximately 27 ampere hour capacity at the ten hour rate, as specified.
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## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Australian Deferred Duties Further Postponed

With reference to the announcement in the *Commercial Intelligence Journal* of October 13, 1923, page 596, respecting certain deferred duties in Australia, Mr. K. J. G. Smith, Official Representative of the Australian Department of Trade and Customs in New York, writes that the operation of the following deferred duties has been further postponed to September 30, 1924: Item 147, iron and steel plates and sheets, plain tinned; Item 152A, iron and steel tubes or pipes, etc.; Item 197B, cutlery n.e.i.; Item 279A, citric acid; Item 136F, hoop iron and steel excepting as to iron and steel hoop  $\frac{1}{8}$  inch thick and in widths from 1 inch rising by one-eighths up to 2 inches, on which the higher rates are already in force. (See also *Commercial Intelligence Journal* of December 22, 1923, page 1055).

### South African Regulations Concerning Shipping Documents

Mr. James Cormack, Canadian Government Trade Commissioner, formerly stationed in Cape Town, South Africa, writes that customs officials in South Africa desire that all certificates of origin of goods from Canada to that country be signed in Canada at the factory rather than at the port of shipment, which is frequently New York. The various forms (see F.T.D. Leaflet No. 32) should be completed in their entirety. In column 5 of the invoice care should be taken to mention specially whether goods are sold f.o.b. or c.i.f., for example, "selling price to purchaser, £100 c.i.f. Durban". If this is not done in the case of a c.i.f. quotation, duty is payable on the total amount stated including ocean freight and insurance. It is essential that one copy of the invoice should reach customers in South Africa on or before the arrival of the carrying steamer and, when possible, one copy of non-negotiable bill of lading. Customers should be advised as far ahead of the actual shipment as possible of the consignment coming forward and exporters should bear in mind that while mail usually goes via England, goods go direct. The Elder Dempster Company has for the convenience of Canadian exporters a strong box in each steamer in which it carries shipping documents.

### United States Increases Duty on Wheat and Flour and Reduces it on Bran, Shorts, etc.

Mr. M. M. Mahoney, agent of the Department of External Affairs of Canada, on March 8 telegraphed from Washington to the department at Ottawa as follows: "Acting under flexible provisions of Tariff Act and on basis of Tariff Commission's recent investigation the President last evening issued proclamation ordering increases and decreases in rates of duty to take effect Sunday, April 6, as follows: Increase in duty on wheat from 30 cents per bushel to 42 cents per bushel; increase in duty on wheat flour, semolina, crushed or cracked wheat and similar wheat products, from 78 cents per 100 pounds to \$1.04 per 100 pounds; decreases in duty on bran, shorts, and by-product feeds obtained in milling wheat from 15 per cent ad valorem to  $7\frac{1}{2}$  per cent ad valorem." The proclamation setting forth the new rates was accompanied by a statement saying that on the basis of the record of the Tariff Commission's investigation, the President had found:—

"1. That the principal competing country in the case of wheat, wheat flour and mill feeds is the Dominion of Canada.



"2. That in the case of wheat the difference in costs of production between the United States and the Dominion of Canada is 42 cents per bushel of 60 pounds.

"3. That in the case of flour the difference in costs of production between the United States and the Dominion of Canada is \$1.04 per 100 pounds. This consists of two elements, the one an amount designed to compensate the millers for the duty which they must pay on wheat imported into the United States, and the other to cover the difference in conversion costs in the two countries.

"4. The difference in costs of production of mill feeds between the United States and the Dominion of Canada is \$0.003 per 100 pounds."

### **Shipments to Alsace-Lorraine via Antwerp Escape Surtax**

It is pointed out in a communication just received from Mr. Frederick H. Palmer, Trade Commissioner in the Netherlands, that the French Government places Antwerp on an equal footing with French seaports as regards imports into Alsace-Lorraine. The effect of this is that imports into Alsace-Lorraine via the port of Antwerp are exempt from the so-called "surtaxe d'entrepôt et d'origine" in the same way as if the merchandise were imported through French seaports.

### **Tariff Changes in Mexico**

Writing under date February 19, 1924, the Trade Commissioner in Mexico City advises that over one hundred changes have recently been made in the Mexican tariff. The following extracts are published as being of interest to Canadian manufacturers and exporters:—

Fraction 116.—Preserves, sweetmeats, cocoa in powder, pure and mixed, or chocolate. The 50 per cent surcharge, imposed in November, 1921, is cancelled, the duty thus being reduced to \$1, Mexican currency, per legal kilo., equal to 22.7 cents per pound.

Fraction 137.—Common wood for building purposes, not specially mentioned. The 50 per cent surcharge is cancelled, the duty thus being reduced to 20 cents, Mexican currency, per 100 gross kilos., equal to 4.5 cents per 100 pounds.

Fraction 160.—Rope and cordage not more than 1 cm. in diameter. The 100 per cent surcharge imposed in November, 1921, is cancelled, the duty thus being reduced to 20 cents, Mexican currency, per legal kilo., equal to 4.5 cents per pound.

Fraction 161.—Rope and cordage more than 1 and less than 3 cm. in diameter. The 100 per cent surcharge is cancelled, the duty thus being reduced to 15 cents, Mexican currency, per gross kilo., or 3.4 cents per pound.

Fraction 225.—Chains of iron, when the links thereof are not smaller in diameter than No. 5 Birmingham gauge. The duty is increased from 12 cents to 18 cents, Mexican currency, per legal kilo., equal to 4.1 cents per pound.

Fraction 226.—Nails, tacks, screws, bolts, nuts, and rivets of iron or steel, not specifically mentioned. The duty is increased from 20 cents to 40 cents, Mexican currency, per legal kilo., equal to 9 cents per pound.

Fraction 239.—Screws, fishplates, spikes, ties, switches and frogs, of iron or steel, for railroad fastenings (duty increased from .03 to .05 cents, Mexican, per gross kilo., equal to 1.13 cents per pound).

### Temporary Increases in Danish Customs Duties

Mr. B. S. Webb, Canadian Government Trade Commissioner at Copenhagen, under date of February 12, 1924, reported that the Danish "Rigsdag" had passed a law temporarily increasing the rates of customs duties on a selected list of commodities. The principal object of the law is to support the exchange value of the currency by discouraging the importation of certain more or less luxury articles. Preserves, fancy fruits, tobacco and cigarettes, and textiles are the classes of goods most affected. There is no increase in the duty on fresh apples. The law will be in force until June 24, 1924. Mr. Webb has forwarded a full analysis of the tariff revision and firms interested in the new duties on particular articles are invited to apply for information to the Director, Commercial Intelligence Service, Ottawa.

### FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MARCH 10, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 10, 1924. Those for the week ending March 4, 1924, are also given for the sake of comparison.

	Parity	Week ending Mar. 4, 1924.	Week ending Mar. 10, 1924.
Britain . . . . .	1.00	\$4.86	\$4.439
France . . . . .	1.	.193	.04229
Italy . . . . .	1.	.193	.04438
Holland . . . . .	1.	.402	.3849
Belgium . . . . .	1.	.193	.03712
Spain . . . . .	1.	.193	.1287
Portugal . . . . .	1.	1.08	.0348
Switzerland . . . . .	1.	.193	.1788
Germany . . . . .	1.	.238	.....
Greece . . . . .	1.	.193	.0182
Norway . . . . .	1.	.268	.1391
Sweden . . . . .	1.	.268	.2695
Denmark . . . . .	1.	.268	.1637
Japan . . . . .	1.	.498	.4634
India . . . . .	1.	2s.	.3111
United States . . . . .	1.	\$1.00	1.03281
Mexico . . . . .	1.	.498	.4957
Argentina . . . . .	1.	.424	.3550
Brazil . . . . .	1.	.324	.1252
Roumania . . . . .	1.	.198	.....
Jamaica . . . . .	1.	4.86	4.4330
British Guiana . . . . .	1.	1.	.....
Barbados . . . . .	1.	1.	.....
Trinidad . . . . .	1.	1.	.....
Dominica . . . . .	1.	1.	.....
Grenada . . . . .	1.	1.	.....
St. Kitts . . . . .	1.	1.	.....
St. Lucia . . . . .	1.	1.	.....
St. Vincent . . . . .	1.	1.	.....
Tobago . . . . .	1.	1.	.....
Shanghai, China . . . . .	1.	.708	.7410
Batavia, Java . . . . .	1.	.402	.3769
Singapore, Straits Settlement . . . . .	1.	.367	.5271

.9012—.9878      .9869—.8978



## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

300. ROLLED OATS, ETC.—Argentine importer wishes to receive quotations from Canadian manufacturers of rolled oats in bulk and other food products.

301. FLOUR.—An Amsterdam firm of flour merchants desire to communicate with Canadian mills, preferably small ones, who are prepared to grind flour to their specifications, and which will be distributed in Europe under the Dutch firm's own brands.

203. FLOUR, BACON, ETC.—A company in Graz, Austria, wish to effect connections with Canadian exporters of flour, and also of bacon, edible oils, fats, etc., prepared to ship on consignment.

303. PROVISIONS.—A Cardiff produce broker desires to make connections with Canadian exporters of provisions—lard, bacon, hams, cheese, butter, etc.

304. BUTTER.—An old-established firm in Milan are willing to link up with Canadian firms exporting butter, preferably in 56-pound boxes.

305. SALMON, LOBSTER.—A firm in Brussels are desirous of acting as representatives for Canadian exporters of salmon and lobster. Would also buy outright.

306. FISH.—A firm in Milan are willing to enter into business relations with Canadian exporters of lobster and salmon, kippered herrings and sardines.

307. GALLON APPLES.—A Glasgow agent in close touch with all the bakers in Scotland would like to import on a commission basis Canadian gallon apples, solid pack.

308. APPLES.—An old-established firm in Milan are anxious to open up business relations with Canadian exporters of apples.

309. FRUIT.—A well-established firm in Brussels are interested in receiving offers of dried peaches, apples, and fruit generally for jam-making, with a view to representation.

310. CANNED GOODS.—A Cardiff produce broker desires to make connections on a commission basis with Canadian exporters of canned goods of all kinds.

311. CANNED GOODS; JAM.—An old-established Belgian firm are interested in receiving offers of canned goods, marmalade and jam.

312. FRUIT EXTRACTS.—A Birmingham house wish quotations for fruit extracts. Retention of flour necessary, and of jam consistency. Quotations must be free delivered Birmingham in sterling.

313. FRUIT PULPS.—A Birmingham wholesale house desire quotations or agency for full range of fruit pulps, particularly raspberry and strawberry, packing in tins of 14 and 28 pounds.

314. MILK POWDER.—A Birmingham wholesale house would like to hear from Canadian firms having skim milk powder to offer. High solubility necessary.

### Miscellaneous

315. CANNED GOODS; TEXTILES.—A well-established Belgian firm would like to obtain a Canadian connection for canned goods (fruit, vegetables and salmon); also for woollen and cotton goods.

316. PIECE GOODS.—British firm operating in Argentina would like to hear from Canadian manufacturers of specialties in woollen, cotton and silk piece goods suitable for ladies' wear at competitive prices. Quotations c.i.f. Buenos Aires.

317. COTTONS, ETC.—A Belgian manufacturer of blankets and bedcovers desires to get in touch with Canadian exporters of dyed and printed cotton goods, cretonnes, and would like to receive samples and quotations.

318. RAW WOOL AND WOOL WASTE.—A Belgian firm desire to hear from Canadian exporters of raw wool and wool waste and would like to receive prices for quantities not less than 10,000 kilos.

319. HEMP.—A Belgian firm are desirous of buying direct large quantities of raw hemp.

320. UNDERWEAR.—A Bristol firm desire to get in touch with Canadian exporters of men's and knitted men's and women's underwear with a view to acting as agents for the West of England.

321. HOSIERY, ETC.—Argentine manufacturers' agent wishes to represent Canadian manufacturers of silk and cotton underwear, silk and cotton hosiery and silk gloves.

322. SPORTING GOODS.—Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of sporting goods.

323. ICE SKATES.—An established firm in Antwerp are anxious to open up business relations with Canadian exporters of hockey skates, figure skates and racing skates.

324. LADIES' MOCCASIN SLIPPERS.—A London wholesale and export firm who represent several United Kingdom manufacturers of boots and shoes are anxious to secure the agency for Great Britain of a Canadian manufacturer of ladies' moccasin slippers.

325. SHOE FINDINGS.—A Belgian importer desires to be put in touch with Canadian firms manufacturing tacks and nails for boots and shoes, wooden heels, shoe pegs, boot blocks and shoe trees.

326. LEATHER.—An Argentine importer wishes to receive quotations from Canadian manufacturers of leather for the manufacture of boots and shoes, including patent leather.

327. LEATHER, RAINPROOFS.—A Belgian manufacturer of leather and rainproof clothing is desirous of receiving quotations with samples for chrome leather for clothing and cotton cloth (aeroplane canvas).

328. NEWSPRINT.—Importers in Singapore desire c.i.f. quotations for newsprint in sheets 31 inches by 43 inches, 41 pounds per ream, packed in cases of 5, 10 and 20 reams. Sample of paper in good demand on file.

329. PAPER.—An Argentine importer wishes to receive quotations from Canadian manufacturers of the following: newsprint in reels, ordinary writing paper, rough-edged news and sheet paper.

330. WATERPROOF PAPER.—Size D.C., 48 pounds to ream, as per sample on file. Quotations c.i.f. Melbourne in 10-ton lots. Samples imperative as well as in other ranges of same paper.

331. PAPER SERVIETTES AND TOWELS.—Singapore commission agent desires samples of paper serviettes and towels to compete with those manufactured by Dennison. Competitive price c.i.f. Singapore approximately \$5.65 (gold) per 5,000. Sold in case lots of 25,000. Competitive price for towels c.i.f. Singapore approximately \$4.30 (gold) per 2,000. Sold in case lots of 10,000. Samples on file.

332. BAKERS' DYES.—Birmingham manufacturers of pharmaceutical supplies would like to hear from Canadian firms who supply edible or bakers' dyes, i.e. acid aniline colour and/or vegetable colours only.

333. CHEMICALS: ZINC OXIDE.—Quotations per long ton delivered Birmingham for zinc oxide will be considered by a Midland firm.

334. CHEMICALS: VERMILION.—Quotations per long ton free delivered Birmingham desired by Midland house; agency considered.

335. CHEMICALS: ELECTRO-PLATING.—A Birmingham firm desire price lists of chemicals such as cyanide of potassium and cyanide of sodium, suitable for the plating trade.

336. CHEMICALS: DYEING AND TANNING.—Birmingham chemical brokers supplying the Midland leather trade with aniline dyes in browns, yellows and blacks (nigrosine) desire quotations from Canadian sources. Agency considered.

337. CHEMICALS: GLASS-MAKING.—Birmingham chemical brokers supplying the Midland glass-making industry desire quotations free delivered Birmingham for all chemicals necessary for the trade, including sodium nitrate and carbonate of potash.

338. INDUSTRIAL CHEMICALS.—An Argentine importer wishes to hear from Canadian manufacturers of industrial chemicals.

339. ACETIC ACID.—An important Birmingham firm of manufacturing chemists desire quotations for acetic acid, packing in 1-cwt. glass carboys; strength 99-100 per cent and also 80 per cent which enters United Kingdom duty free. Quotations per ton delivered.

340. CYANAMIDE.—A commission agent in Rotterdam desires to receive offers of cyanamide with a guarantee of 17 to 20 per cent nitrogen, oiled with a maximum test of  $\frac{1}{2}$  per cent carbide, finely ground; packed in iron drums of 100 kg. gross weight (for net weight less 4 kg. tare) per drum, shipments to Holland and Belgium. Required for manure purposes.

341. MACHINERY.—A sales engineer desires to represent an established manufacturer of machinery in New York or Eastern States.

342. WOODWORKING MACHINERY.—An Argentine importer wishes to receive catalogues and price lists from Canadian manufacturers of woodworking machinery.

343. OFFICE CHAIRS.—An Argentine manufacturers' agent wishes to receive quotations and catalogues from Canadian manufacturers of a cheap line of office chairs.

344. OFFICE APPLIANCES.—An Argentine importer wishes to hear from Canadian manufacturers of office equipment.

345. OFFICE CONTROL SYSTEMS.—An Argentine importer wishes to hear from Canadian manufacturers of general office appliances.



346. REED ORGANS.—An important London company engaged in the distribution of musical instruments are open to come to an arrangement with a Canadian manufacturer of reed organs upon the basis that the company would purchase outright as merchants but would require the exclusive control of the United Kingdom market. They would also like a similar arrangement in connection with other countries of the British Empire where practicable.

347. BUILDING MATERIALS.—An Argentine importer wishes to receive catalogues and price lists from Canadian manufacturers of building materials, including lumber, but excluding constructional steel.

348. DOWELS.—A Bristol agent who buys direct desires quotations in 10,000 units for  $\frac{5}{8}$ -inch and  $\frac{1}{16}$ -inch dowels in 14-inch lengths or multiple. Packing to be 200 to the bundle for small dowels and 100 to the bundle for larger sizes. Quotations c.i.f. Bristol.

349. DOWELS.—A Birmingham agent wishes to hear from Canadian manufacturers of dowels in sizes 12-inch to 72-inch, in  $\frac{1}{4}$ ,  $\frac{3}{8}$ ,  $\frac{5}{16}$ ,  $\frac{1}{2}$ ,  $\frac{3}{4}$ ,  $\frac{7}{8}$ -inch diameter. Birch, maple or pine. Quotations may be per 1,000 or per 1,000 feet, each diameter.

350. BROOM HANDLES.—A Birmingham woodenware agent desires quotations on broom handles free delivered Birmingham, in sterling. All standard sizes.

351. CLOTHES PEGS.—An agency is desired by a Birmingham house for round dolly clothes pegs. Can handle carload lots and split same amongst Birmingham firms.

352. ENAMELWARE.—A Birmingham wholesale house would like prices from Canadian manufacturers of enamelware, including white enamel pint mugs, pie dishes (sizes 10-inch, 12-inch and 14-inch); soup plates (10½); teapots with flat bottoms for ships' store trade (sizes 4, 5, and 6 pints); and coffee pots. Quotations for above per gross, delivered Birmingham, in sterling.

353. **ELECTRIC LIGHTING AND RADIO EQUIPMENT.**—An Argentine retail importer wishes to receive catalogues and c.f.f. quotations from Canadian manufacturers of electric lighting apparatus (excluding lamps and shades) and radio equipment.

354. AUTOMOBILE ACCESSORIES.—An Argentine importer wishes to receive catalogues with c.i.f. prices from Canadian manufacturers of automobile accessories.

355. OAK CASKS.—An Argentine importer wishes to receive quotations from Canadian manufacturers of knocked-down oak casks for wine and tallow, 40 to 100 gallons capacity.

356. Tools.—Commission agent in Singapore desires connection with manufacturers of wrenches, pliers, pincers, motor jacks, and cross-cut saw blades. Prepared to canvas the market with samples, which will be returned to the Trade Commissioner's office, Singapore if unsuitable. C.i.f. prices alone of no use; samples must accompany offer.

357. GARDEN TOOLS.—An Argentine importer wishes to receive catalogues and quotations from Canadian manufacturers of garden tools.

358. TOOLS AND IMPLEMENTS.—A Belgian manufacturer is desirous of receiving prices and information on garden tools, agricultural implements, nails and chains (chains for boats), bolts, etc. Will buy direct or undertake general agency.

359. AXES AND HAMMERS.—Commission agent in Singapore desires connection with manufacturers of axes, hammers and hatchets. Prepared to canvas the market with samples. C.i.f. prices alone of no use; samples must accompany offer.

360. **Saws.**—Commission agent in Singapore desires connection with manufacturers of hand saws and band saws. Prepared to canvass the market with samples. C&f. prices alone of no use; samples must accompany offer.

361. **ANGLE IRONS.**—An Argentine importer wishes to receive quotations from Canadian manufacturers of  $\frac{1}{2}$ -inch by  $\frac{1}{2}$ -inch, galvanized, square-edged angle irons as stays for windmills.

362. STEEL PRODUCTS.—An Argentine importer wishes to receive quotations from Canadian manufacturers of mild steel billets, bar steel, rolled steel, sheet iron, plain and barbed wire.

363. TUBES.—An old-established firm in Brussels desire to buy direct tubes (minimum quantities of 100 tons), jointless gas and water tubes, vulcanized tubes, and fittings in cast and malleable iron.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhushplassen 45, Copenhagen. *Cable Address, Canadian.* (Territory covers Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan. *Cable Address, Canadian.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain, Trinidad.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

#### Jamaica

James Cormack, 17 Port Royal street, Kingston. (Territory covers Jamaica, Cuba, and the other countries bordering on the Caribbean sea.) *Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230; office, 504 Osaka Shosen Kaisha Building, Kobe. *Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Acting Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Ireland.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*



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# Commercial Intelligence Journal

387

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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## BRITISH PREFERENTIAL TARIFFS ON CANADIAN FLOUR

The rates in the British preferential tariff column apply to flour of Canadian origin; the rates in the general tariff column apply to flour of non-British origin.\*

	British Preferential Tariff	General Tariff
Union of South Africa . . . . .Per 100 lbs.	2s. 11d.	3s. 3d.
Southern Rhodesia . . . . ."	2s. 3d.	2s. 6d.
Northern Rhodesia (except Congo Basin) . .	2s. 3d.	2s. 6d.
Fiji . . . . .Per ton of 2,000 lbs.	£1	£2
Samoa (mandated territory) . . . . .ad valorem	15%	22½%
British Guiana . . . . .Per 196 lbs.	90c. plus 25% of duty	\$1.15 plus 25% of duty
British Honduras—		
If imported direct . . . . ."	Free	\$1.00
If imported through a foreign country . .	25c.	\$1.00
Trinidad . . . . ."	1s. 6d.	2s. 6d.
Barbados . . . . ."	3s. 9d.	4s. 9d.
Grenada . . . . ."	6s.	9s.
St. Lucia . . . . ."	4s. plus 10% of duty	5s. plus 10% of duty
St. Vincent . . . . ."	4s. plus 10% of duty	5s. plus 10% of duty
Dominica . . . . ."	7s. 4d. plus 5% of duty	8s. 4d. plus 5% of duty
Antigua . . . . ."	7s.	8s. 4d.
Montserrat . . . . ."	7s.	8s. 4d.
St. Kitts-Nevis . . . . ."	7s.	8s. 4d.
Virgin Islands (for quantities of 50 lbs.		
and over) . . . . ."	3s.	4s.
Jamaica . . . . ."	7s.	8s.
Bahamas . . . . ."	1s.	2s.

\* While an effort is made to obtain the latest and most reliable information on customs duties in force in other countries, it is not practicable, mainly in view of the tariff changes that are being constantly made and on account of possible difficulties which may arise in interpreting tariffs to guarantee that information published on this subject is in every instance up-to-date and absolutely correct.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND FIVE MONTHS ENDED FEBRUARY, 1920, 1921, 1922 AND 1924; WITH UNITED STATES TARIFF RATES IN FORCE  
(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS.)

Commodities	Month of February				Five months ended February				United States Tariff Rates in force		
	1920	1921	1922	1924	1920	1921	1922	1924	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
<b>Animals (except for improvement of Stock)—</b>											
Cattle.....	13,633	5,084	1,600	5,419	299,688	109,521	105,963	64,472	Free	30 p.c.	(a)
Horses.....	1,152,440	287,462	37,875	213,611	26,855,332	12,833,630	1,961,383	2,297,428	Free	10 p.c.	(b)
Poultry.....	25,147	24,805	1,157	23,847	199,526	272,669	198,497	127,617	10 p.c.	1c. per lb.	3c. per lb.
Sheep.....	17,539	18,091	15,448	17,621	543,875	612,985	544,106	433,430	1c. per lb.	Free	\$2 per head
	2,732	296	8,491	22	136,347	120,233	51,843	18,560	Free		
	44,208	5,427	41,532	220	1,454,330	1,085,558	264,992	124,878			
<b>Fruits—</b>											
Apples, green or ripe.....	10,196	666	126	13	175,480	11,677	392,486	44,000	30c. per bush.	25c. per bush.	
Apples, dried.....	25,119	635	49	49	661,024	58,781	2,000,107	208,473	1c. per lb.	2c. per lb.	
Berries, fresh.....	25,977	2,750	2,750	190	55,339	28,823	76,092	60,888	4c. per qt.	1c. per lb.	
	4,839	3,301	6,494		31,092		45,897				
<b>Grains—</b>											
Barley.....	23,207	1,375			62,118	128	2,726	97,408	15c. per bush.	15c. per bush.	
Beans.....	31,310	688			80,321	128	1,566	51,407	25c. per bush.	\$1.20 per bush.	\$1.05 per bush.
Buckwheat.....	1,239	722			2,991	1,775	3,492	8,395	Free	Free	10c. per cwt.
Oats.....	3,458	3,014			14,392	170,434	10,478	27,429	6c. per bush.	6c. per bush.	15c. per bush.
Peas, whole.....	6,961	41,711			61,989	198,196	61,447	232,849	10c. per bush.	10c. per bush.	60c. per bush.
Peas, split.....	397,410	213,910			1,558,998	603,138	1,238,632	659,602	10c. per bush.	10c. per bush.	60c. per bush.
	331,593	123,014			1,297,823	380,279	75,998	100,799	20c. per bush.	20c. per bush.	75c. per bush.
	36,720	39,586			235,099	178,338	238,739	294,831	20c. per bush.	20c. per bush.	75c. per bush.
Rye.....	215	576			14,637	576	53,892	2,016	Free	Free	15c. per bush.
Wheat.....	33,724	19,504			352,155	277,563	78,464	48	Free	Free	15c. per bush.
	59,398	30,861			2,017,921	37,457,310	9,218,788	17,441,949	Free	Free	30c. per bush.
	126,760	4,247,652			4,651,121	80,963,567	10,317,036	16,095,247	Free	Free	30c. per bush.
	379,418	7,769,354									
<b>Grain Products—</b>											
Bran, shorts and middlings.....	5,335	60,690			269,628	508,565	261,086	1,548,750	10 p.c. or free	10 p.c. or free	15 p.c.
Wheat Flour.....	12,396	102,422			607,923	1,021,469	255,798	2,005,043	Free	Free	78c. per cwt.
	11,765	198,712			21,632	895,035	342,703	96,703	Free	Free	78c. per cwt.
	127,468	1,759,998			348,592	91,980	2,073,623	583,982	Free	Free	78c. per cwt.
<b>Meats—</b>											
Bacon, hams, shoulders and sides.....	271	639			5,137	1,721	558	2,494	25 p.c.	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....	18,190	18,634			136,514	63,561	17,623	55,125	Free	Free	3c. per lb.
	17,708	8,957			3,035	128,248	99,314	62,115	Free	Free	3c. per lb.
	285,190	130,350			2,715,096	1,864,713	1,043,769	804,758	Free	Free	3c. per lb.



Mutton and lamb, fresh, chilled or frozen.....	Cwt.	9,814	118	2,642	15	36,813	40,073	52,411	7,304	2c. per lb.	(d)
Pork, fresh, chilled or frozen.....	Cwt.	226,163	2,069	48,782	187	807,436	1,022,336	883,633	173,835	Free	
Pork, dry-salted and pickled.....	Cwt.	14,483	3,212	17,842	996	97,419	109,336	103,771	108,563	Free	2c. per lb.
Poultry, dressed or undressed.....	\$	8,673	108	6	27,997	3,412	9,765	1,917	135,297	Free	25 p.c.
Other meats, including canned meats, but excluding extracts.....	cwt.	44,886	13,688	5,806	1,423	85,855	9,765	670,136	2c. per lb.	2c. per lb.	6c. per lb.
Milk and milk products—											
Butter.....	Lb.	211,434	4,660	106,004	86,471	4,345,946	1,482,663	2,593,325	3,874,775	2c. per lb.	20 p.c.
Cheese.....	Lb.	119,955	2,422	26,158	35,398	2,420,304	744,148	950,808	1,969,976	6c. per lb.	8c. per lb.
Cream.....	Gal.	275,468	109,240	78,909	97,300	3,307,062	269,750	2,337,874	644,700	20 p.c.	(e)
Milk, fresh.....	Gal.	16,746	41,428	46,850	18,313	869,866	74,298	388,321	133,154	Free	23 p.c.
Milk, condensed, including milk powder.....	Lb.	487,606	1,186,334	212,905	164,057	4,344,752	4,041,369	88,257	3,431,064	2c. per gal.	23c. per gal.
Seeds—											
Clover seed, alsike.....	Bush.	5,525	7,735	19,842	13,782	74,462	26,278	71,796	100,896	Free	4c. per lb.
Clover seed, alfalfa and red.....	Bush.	160,961	103,681	181,006	94,565	1,916,203	340,495	645,547	665,793	Free	4c. per lb.
Clover seed, other.....	Bush.	20,389	9,596	28,418	36,357	77,618	9,473	37,409	102,804	Free	4c. per lb.
Flaxseed.....	Bush.	90,912	43,753	22,591	14,498	41,428	14,724	15,239	75,496	Free	(f)
Grass seed.....	Bush.	103,325	19,068	55,293	43,449	359,946	814,906	1,405,752	1,913,634	30c. per bush.	40c. per bush.
Vegetables—											
Potatoes.....	Bush.	293,527	108,413	276,567	2,457	2,954,811	1,436,773	833,352	327,359	Free	2c. per lb.
Sugar beets.....	Ton	565,927	72,293	187,991	3,237	3,030,997	1,262,488	666,974	339,704	Free	25c. per bush.
Turnips.....	Bush.	239,981	171,967	134,736	368,763	7,235	103,175	10,481	61,965	5 p.c.	80c. per ton
Miscellaneous Products—											
Eggs.....	Doz.	1,163	1,275	462	287	70,173	134,213	110,689	56,644	Free	12c. per cwt.
Hay.....	Ton	15,591	5,303	310	146	44,342	87,741	53,262	25,575	Free	8c. per doz.
Maple sugar.....	Lb.	284,374	114,109	9,023	44,291	85,069	42,531	853	175,681	Free	\$2 per ton
Tallow.....	Cwt.	19,340	260,360	194,920	473,714	1,403,678	955,709	20,931	1,870,827	Free	\$4 per ton
Wool.....	Lb.	5,318	50,001	16,098	13	730,850	1,167,235	1,208,422	3,908	3c. per lb.	4c. per lb.
Total value of above commodities.....	\$	5,145,847	11,354,631	1,478,624	2,440,203	58,688,296	119,701,345	23,856,054	37,208,754	Free	(g)

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent. (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Mutton fresh, 24c. per lb.; lamb, fresh, 4c. per lb. (e) Cheese, 5c. per lb. but not less than 25 per cent. (f) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (g) Dutiable at various rates. See Commercial Intelligence Journal No. 874, Sept. 30, 1922, pages 316-7.

## CANADIAN BACON IN THE SCOTTISH MARKET

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, March 1, 1924.—Canadian bacon has not the place in the Scottish market to which its quality entitles it, or which it might secure if the situation here were fully understood by the Canadian packers. In the past the peculiar demand for hams in preference to Wiltshire cut sides has been so pronounced, in the proportion of about 10 to 1, that Canadian firms seem to have devoted their attention in a greater degree to other markets in the United Kingdom in which the demand for hams has been smaller in proportion, and have lost sight of the opportunities of development of the demand for Wiltshire cut sides, which development is now taking place under the direction of the Danes. As a matter of fact, Scotland is becoming a bacon-consuming market now that the public have had bacon properly placed before them, and the consumption of hams is proportionately falling off. Edinburgh led the way in taking to bacon in place of ham, and Glasgow, a market many times larger, is now following in the same direction. The consumption of Danish and Irish bacon is undoubtedly on the increase, while Canadian bacon is not even holding its own despite the increased consumption generally.

So far as the writer can judge, this state of affairs is due to a lack of knowledge in Canada of market conditions here, combined with a lack of any particular incentive to push the sale of the Canadian product. There is no one here *specializing* in Canadian bacon, and that is what is needed. Irish as well as Danish curers offer direct to the retail trade through their local agents, without using in a great degree the channel of the wholesaler, who of course has many other articles of produce besides bacon to take his time and attention. Instead of selling only the boxed or baled goods—that is, selling only to the wholesale trade—the agents of the Danish and Irish curers open up their packages, have the bacon smoked by one of the bacon-smoking companies, cut in appropriate cuts, and sell these to the retailer, the choicest cuts going to the high-class trade and the secondary cuts to the establishments whose class of trade requires them—in short, they are distributed carefully according to the demands or the class of trade of individual retail shopkeepers. The retailer must be tempted by the proper cuts suitable for his particular trade at the right prices, and if this is done by a thoroughly experienced and energetic representative of the Canadian packer, specializing in Canadian bacon, as is similarly done by the Danish companies, nothing can prevent a much larger share of the increasing bacon trade of Scotland going to Canada, instead of falling, as it is now doing, to Denmark and Ireland.

The demand is for lean bacon, and it would be well for the present to confine shipments as far as possible to lean. Canadian bacon is entirely suitable for this market, but its merits can only secure recognition from the public if it is put forward by people to whom the Canadian packers make it worth while to pursue a steady and aggressive policy of penetration into the market.

## MARKET IN ENGLAND FOR SOLE LEATHER

The notice of the French embargo on exports of leather, says the London Times *Trade Supplement*, has occasioned a great deal of interest in the British leather market, as French sole leather is popular with British merchants catering to the repair trade. The effect will certainly be to reduce the supply of such leather and to strengthen the whole market.



## THE FROZEN MEAT TRADE IN 1923

TRADE COMMISSIONER HARRISON WATSON

London, February 28, 1924.—In presenting their annual comprehensive and interesting review of the frozen and chilled meat import trade, Messrs. W. Weddel & Co., Ltd., report that, as was the experience in all branches of commerce, 1923 was a disappointing year to the meat trade of the United Kingdom. This was partly due to a continuation of the unfavourable conditions which disorganized most European countries and also adversely affected business in Great Britain, but chiefly because the imports into this country of all descriptions of frozen and chilled meats were heavier than in any previous year, and supplies were constantly therefore in excess of the demand.

Prices on the whole were also unsatisfactory; not so much because they were lower on average than in 1922 (indeed for some descriptions a higher level ruled), but chiefly because the downward trend of quotations throughout the greater part of the year occasioned heavy losses to those traders who had been compelled to fill their requirements in advance. This applied more particularly to the Australasian section of the trade. Taking 100 as indicating the average of frozen and chilled meat prices in 1913, the index figure for 1923 was 147, as compared with 146 for 1922, 181 for 1921, and 295 for 1918, the year of highest prices.

The total weight of frozen and chilled meat imported into Great Britain last year amounted to 925,132 tons, as compared with 821,666 tons in 1922, 917,414 tons in 1921, and 720,661 tons in the last complete pre-war year. The increase in 1923 over the 1922 total was 103,466 tons, or 12.6 per cent.

From an Empire point of view it is disappointing to find that supplies of meat from the British Empire are shrinking, while those from foreign countries are increasing rapidly. Out of the 933,669 tons of beef, mutton, and lamb (fresh and refrigerated) imported into Great Britain in 1923, only 263,214 tons, or 28 per cent, were produced within the Empire, while in 1922 the proportion was 35 per cent, and in 1920 it was 43 per cent.

In this connection it is also mentioned that while it was appreciated that the United Kingdom must draw the bulk of its beef supplies from foreign sources, the Dominions hitherto stood supreme in the production of mutton and lamb, both as regards quantity and quality. This supposed supremacy is now, however, being seriously challenged by South America, whence 38 per cent of the mutton and lamb imports were received last year, while as recently as 1920 this proportion was only 16 per cent.

The outstanding feature of the past year's trading was the remarkable expansion in shipments of chilled beef from South America, the imports of which into this country amounted to 383,321 tons—an increase of 28.2 per cent over 1922. As there was no compensating reduction in frozen beef arrivals, the market was easily over-supplied, and it frequently became necessary to force the sale of chilled beef at extremely low rates on account of its perishable nature.

Another important feature of the 1923 trade, and one indeed which did much to save the situation as far as wholesale prices in Great Britain were concerned, was the heavy increase which took place in the demand for frozen meat in all the Continental countries. It will be recalled that this trade, which was inaugurated during the war, fell away as soon as the exceptional conditions had passed away, and up to last year the demand had continued to decline. In 1923, however, a distinct revival was experienced, resulting from which importations, chiefly from South America, approximated 223,000 tons—or 100,000 tons more than in 1922.

It is interesting to learn that, as regards Great Britain and Ireland, the total quantity of meat estimated to be available for consumption in 1923 was 2,000,000 tons, which was made up of home killed, about 1,065,000 tons; imported frozen and chilled (less re-exports), 904,260 tons; imported fresh meat, 8,537 tons; and imported meat in the form of live stock, 20,100 tons. The proportion of imported meat to the total quantity consumed is now 46.7 per cent, as compared with 44 per cent in 1922 and 40 per cent in 1913.

#### SOURCES OF SUPPLY BY COUNTRIES

It seems also useful to reproduce the Board of Trade returns showing the weights and countries of origin of frozen and chilled meat imports during the past three years:—

From	1921 Tons	1922 Tons	1923 Tons
Australia .. . . .	104,732	107,535	106,092
New Zealand .. . . .	263,665	179,820	152,899
Argentina .. . . .	444,539	451,962	573,585
Uruguay .. . . .	67,093	63,127	67,397
United States .. . . .	8,903	3,288	3,947
Other countries .. . . .	28,482	15,934	21,212
	<hr/> 917,414	<hr/> 821,666	<hr/> 925,132

#### HERDS IN DIFFERENT COUNTRIES

A feature, however, which is of general importance is the estimates of the numbers of the herds of cattle and flocks of sheep in a number of the leading countries which are importers and exporters of meat, which are as follows, according to the latest figures available in each country:—

	Cattle	Sheep
Great Britain and Ireland .. . . .	12,025,000	24,227,000
Australia .. . . .	14,178,386	80,625,133
New Zealand .. . . .	3,480,694	23,081,439
Canada .. . . .	9,246,231	2,753,860
South Africa .. . . .	11,800,000	.....
Argentine Republic .. . . .	37,064,850	30,671,841
Uruguay .. . . .	9,000,000	12,000,000
Brazil .. . . .	30,000,000	.....
Patagonia .. . . .	.....	10/12,000,000
United States .. . . .	66,801,000	38,361,000

#### THE TRADE IN CANADIAN STORE CATTLE

Although Canada continues to play a small part as a supplier of frozen and chilled meat to the United Kingdom, one of the outstanding events of 1923 was the removal of the embargo on the importation of store cattle. Such a short period as nine months hardly enables the trade to emerge from the experimental stage, but as the section of the review which is devoted to Canada deals mainly with this trade in store cattle, and what is said represents expert opinion, it has been decided to reproduce in full the views expressed by Messrs. W. Weddel & Co., Ltd., which are as follows:—

From 1st April last, Canadian store cattle were allowed to be imported into this country for fattening purposes. It had been stated that the number available for shipment would be 200,000 per annum; but up to the end of December only 27,665 head of store cattle were received, the remaining 17,752, out of the total of 45,417 head of cattle imported, being fat cattle for immediate slaughter.

Canadian growers are still dissatisfied with the British import regulations, which prohibit the importation of breeding animals, and require the immediate slaughter of fat animals at the port of discharge. On the face of it, the regulation enforcing the immediate slaughter of all fat cattle imported, while, at the same time, allowing stores to be distributed all over the country, appears to be rather a case of "straining at a gnat and swallowing a



camel"; but, as far as breeding animals are concerned, the opinion seems to be strongly held by all classes of agriculturists in this country that these, other than pedigree stock, should be rigidly excluded.

However, the broad fact remains that the free market for store cattle which Canada demanded has now been granted. Despite the extravagant prognostications of a certain section of the press in this country, the effect, so far, upon the price of meat is negligible.

Canada may have an exportable surplus of 200,000 head of cattle annually, but only a small proportion of these is of suitable quality for this market. Considerable numbers of cattle still continue to be exported to the United States in the face of a tariff of 30 per cent imposed in September, 1922. Whereas the American market is able to absorb almost anything at a price, British buyers are much more discriminating, and until the Canadian herds generally are bred up to a higher level, the British market will not be available as a profitable outlet for anything more than the cream of the Canadian surplus.

It is likely that Canada will set herself more seriously to produce the class of cattle required by Great Britain, and there will probably be a moderate increase from year to year in the number of cattle shipped alive.

Unfortunately the flocks and herds of Canada have been seriously dwindling in the past two years. The latest figures are 9,246,231 head of cattle, and 2,753,860 sheep, revealing a decline of 959,974 cattle, and 922,000 sheep, as compared with the 1921 returns.

Imports of meat from the Dominion totalled 3,987 tons of frozen beef and boxed meat, 45 tons of chilled beef, and 14 tons of frozen lamb, against 4,093 tons of boxed meat and 67 tons of chilled beef in 1922.

## CATALOGUES WANTED FOR THE BRITISH EMPIRE EXHIBITION

Mr. L. M. Cosgrave, Assistant Trade Commissioner in London, who has been placed in charge of the Information Bureau of the Department of Trade and Commerce at the forthcoming British Empire Exhibition, writes requesting that all Canadian firms interested in providing data for use at the British Empire Exhibition should forward to him, at the Canadian Pavilion, Wembley Park, London, England, catalogues and sales literature which might be useful in supplementing the information he has on hand regarding Canada's various industries.

## DEVELOPMENT OF OIL AREAS IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, February 5, 1924.—Special interest has been aroused by the arrival in Australia of an American oil expert of international reputation, who has been engaged by a wealthy group of Australian financiers to make complete investigations and report on likely oil fields throughout the Commonwealth, but more particularly in areas in the northwestern part of the continent. Should this report be favourable in regard to any particular locality, the proposal is to form a company for its development.

During the past two or three years a large sum of money has been expended by private companies in boring operations in many parts of Australia in the hope of striking oil and, incidentally, obtaining the Commonwealth Government's reward of £50,000 for the discovery of the product in commercial quantities. Up to the present no success has attended these efforts, although encouraging indications are by no means absent.

The most promising report yet received is a recent one from authentic sources in Queensland, where oil is reported to have been discovered on a lease on Government land, but operations have been suspended for some weeks to enable the bore to be cleaned and strengthened to permit a better flow when the main pool is tapped at a slightly lower depth.





Canada supplied about 6.8 per cent of the total imports last year as against 4.4 per cent in 1922. Corresponding percentages for Great Britain are 51.9 per cent and 52.2 per cent, whereas the percentage supplied by the United States increased from 15.3 per cent in 1922 to 16 per cent in 1923. Australia's percentage dropped from 9.4 in 1922 to 8.4 in the past year.

The percentages and statistics quoted above are most encouraging and show Canadian-made goods to be meeting with the approval of the New Zealand public. It should be an incentive to Canadian manufacturers who are not already shipping here to look to this Dominion for a possible market for their commodities.

## INDIA'S FOREIGN TRADE IN 1923

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, February 13, 1924.—India's foreign trade returns for the nine months ending December, 1923, show a marked and widening spread between the values of Indian merchandise exported and the values of foreign merchandise imported, and consequently a growing visible balance of trade in India's favour. During the whole of 1923, India's monthly imports remained at comparatively low levels, while monthly exports reached the highest levels of the past three years. In December, 1923, the value of India's imported merchandise reached the extremely low level of \$47,000,000, while the value of her exports reached a figure of over \$90,000,000. During the nine months ending December, 1923, imports of foreign merchandise amounted in value to 175 crores\* of rupees, while exports amounted in value to nearly 250 crores of rupees. The former figure compares with imports valued at 183 crores of rupees during the corresponding nine months of 1922 and 208 crores of rupees during the corresponding nine months of 1921, the export figure of 250 crores for 1923 comparing with 220 crores during the corresponding nine months of 1922 and 172 crores during the corresponding nine months of 1921.

Even when the recent huge imports of treasure are taken into consideration, India has for many months been accumulating large visible trade balances. During the nine months ending December, 1923, India's net imports of gold and silver amounted to over 36 crores of rupees or around \$110,000,000. India paid for this treasure of course by a portion of her surplus exports. During this nine-month period the net visible balance of trade went in India's favour to the extent of over 37 crores of rupees as compared with a visible favourable balance of only 3 crores of rupees during the corresponding period of 1922 and an unfavourable balance of 34 crores of rupees during the corresponding period of 1921.

An official statement has been issued this week placing the total value of India's foreign trade during the full calendar year 1923 at 568 crores of rupees or roughly \$1,750,000,000. The value of exports of Indian merchandise during the calendar year exceeded the value of imported merchandise by 114 crores of rupees or roughly \$350,000,000. This compares with a favourable merchandise trade balance during the fiscal year 1913-14 of 58 crores of rupees. Measured in volume, India's export trade for the calendar year 1923 has recovered to within some 20 per cent of the pre-war standard, but on the other hand India's import trade is about 33 per cent short of the pre-war standard in volume. The world's purchasing capacity for Indian goods has therefore recovered more rapidly than has India's own purchasing capacity for foreign merchandise.

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\* A crore of rupees is worth roughly \$3,000,000. A lakh of rupees is worth roughly \$30,000.

A natural corollary of this trend in India's foreign trade has been the marked strength of the rupee in terms of sterling. During the greater part of 1921 and 1922 the sterling value of the rupee hovered between 1s. 3d. and 1s. 4d., while during 1923 its sterling value fluctuated between 1s. 4d. and 1s. 5d. and at the end of the year reached 1s. 6d. It was expected that such strength would be strongly reflected in an increased demand for foreign merchandise, but apart from the quickening in the piece goods markets noticeable at the present time, there is little change in the import trade.

#### DISTRIBUTION OF EXPORTS

The nine-month period under review showed increases in the volume and value of the exports of nearly every commodity produced in India for the world's markets. The value of her tea exports amounted to 26 crores of rupees as compared with 17 crores of rupees for the corresponding period of 1922. Wheat exports amounted in value to 9 crores of rupees as compared with only 1.70 crores during the preceding period. The hide and skin trade advanced slightly. Exports of lac increased both in quantity and value. Exports of oil-seeds, particularly of linseed and rape, amounted in value to over 22 crores of rupees as compared with 20 crores of rupees for the corresponding period of 1921. Cotton exports were valued at over 50 crores of rupees as compared with 40 crores and 35 crores. The total export value of the jute trade at 47 crores of rupees was slightly under the total of the previous year, but compares with a figure of 32 crores for the corresponding period of 1921. Exports of such commodities of minor importance to India as manganese ore, opium, rubber, and coffee increased both in volume and value.

Of India's total exports of merchandise during the nine months under review, the British Empire took some 43 per cent as compared with 41 per cent during the corresponding period of the previous year. The percentage of increase of Indian exports to the United Kingdom was greater than to any other country with the exception of Italy, which country nearly doubled the value of her Indian imports. Germany is the only European country whose imports of Indian goods fell below the figures for the preceding year. Indian exports to Japan, the United States, and Canada increased in value.

#### NOTES ON IMPORTS

Of the world's leading industrial countries, France, Italy, Sweden, Switzerland, and Canada were able to increase slightly the value of their exports to India during the period under review, as compared with the corresponding period of 1922. Imports from the United Kingdom, the United States, Japan, Germany, and Belgium decreased in value between 5 per cent and 10 per cent, as compared with the previous year. Of the 167 crores of rupees worth of private merchandise imported into India during the nine months ending December, 1923, some 58 per cent came from the United Kingdom as compared with 60 per cent during the corresponding period of 1922. A feature of the year was the large increase in the value of sugar imported from Java. India's imports of Java sugar during the nine months amounted in value to \$35,000,000.

*Apparel.*—Value of imports \$3,300,000—increase 40 per cent—chiefly clothing and gold and silver thread from the United Kingdom.

*Asbestos, manufactured.*—Value of imports, \$300,000; increase 10 per cent; from the United Kingdom.

*Bobbins.*—Value of imports, \$1,500,000; slight decrease; from the United Kingdom.

*Belting (chiefly leather and cotton).*—Value of imports about \$2,000,000; slight increase; from the United Kingdom.

*Boots and Shoes (leather and rubber).*—Value of imports, \$600,000; increase, 50 per cent; United Kingdom and China.



- Cement*.—Imports, 84,000 tons; slight decrease; from United Kingdom.
- Acetic Acid*.—Imports, 1,530 cwts.; increase 70 per cent; from Germany.
- Calcium carbide*.—Imports, 22,000 cwts.; no change; from Norway, Germany, and Canada.
- Drugs and Medicines*.—Value of imports, \$4,000,000; increase, 5 per cent.
- Glassware*.—Value of imports, \$5,000,000; slight decrease; from Japan and Europe.
- Hardware*.—Value of imports, \$11,000,000; decrease, 20 per cent; from United Kingdom, Germany and United States.
- Batteries*.—Value of imports, \$150,000; increase, 250 per cent; from United Kingdom and United States.
- Electrical Apparatus (not machinery)*.—Value of imports, \$5,000,000; slight decrease; from United Kingdom and United States.
- Musical Instruments*.—Value of imports, \$400,000; increase, 8 per cent; from United Kingdom, Germany, and United States.
- Beers*.—Value of imports, \$1,700,000; decrease, 18 per cent; from United Kingdom, Germany.
- Liquors*.—Value of imports, \$4,500,000; decrease, 15 per cent; from United Kingdom and France.
- Electrical Machinery*.—Value of imports, \$4,600,000; decrease, 25 per cent; from United Kingdom and United States.
- Mining Machinery*.—Value of imports, \$2,700,000; increase, 250 per cent; from United Kingdom and United States.
- Woodworking Machinery*.—Value of imports, \$270,000; increase, 10 per cent; from United Kingdom.
- Matches*.—Value of imports, \$4,000,000; slight increase; from Japan and Sweden.
- Yellow Metal*.—Value of imports, \$4,000,000; slight increase; from United Kingdom and Germany.
- Copper*.—Value of imports, \$3,300,000; decrease, 30 per cent; from United Kingdom.
- Iron Bars*.—Imports, 7,900 tons; decrease, 50 per cent; from Belgium and United Kingdom.
- Bolts and Nuts*.—Imports, 4,900 tons; slight decrease; from Belgium and United Kingdom.
- Hoops and Strips*.—Imports, 21,700 tons; increase, 15 per cent; from United Kingdom and Belgium.
- Nails and Rivets (not wire)*.—Imports, 9,000 tons; increase, 10 per cent; from United Kingdom and Europe.
- Piping, cast*.—Imports, 11,300 tons; decrease, 50 per cent; from United Kingdom.
- Sheeting, galvanized*.—Imports, 112,000 tons; increase, 40 per cent; from United Kingdom.
- Tubes, wrought*.—Imports, 15,400 tons; decrease, 30 per cent; from United Kingdom, United States and Canada.
- Wire Nails*.—Imports, 8,500 tons; slight decrease; from Belgium and Germany.
- Steel Bars*.—Imports, 112,000 tons; decrease, 15 per cent; from Belgium, Germany and United Kingdom.
- Spelter*.—Imports, 82,000 cwts.; increase, 25 per cent; from United Kingdom and Germany.
- Paints*.—Value of imports, \$2,500,000; decrease, 10 per cent; from United Kingdom.
- Packing Paper*.—Imports, 60,400 cwts.; decrease, 60 per cent; from Europe.
- Printing Paper*.—Imports, 290,000 cwts.; slight decrease; from United Kingdom and Europe.
- Writing Paper*.—Imports, 108,000 cwts.; slight decrease; from United Kingdom and Europe.
- Millboard*.—Imports, 176,000 cwts.; increase, 110 per cent; from Europe.
- Canned Fruits*.—Value of imports, \$200,000; slight increase; from United States and Australia.
- Canned Fish*.—Value of imports, \$300,000; decrease, 25 per cent; from Europe, America, and Japan.
- Condensed Milk*.—Imports, 47,000 cwts.; slight increase; from Europe and United Kingdom.
- Rubber Tires*.—Number imported, 151,000; increase, 30 per cent; from France, United Kingdom, United States, Canada and Germany.
- Tea Chests*.—Value of imports, \$1,400,000; increase, 12 per cent; from United Kingdom and Russia.
- Hosiery and Underwear*.—Value of imports, \$2,700,000; increase, 25 per cent; from Japan.
- Cotton Goods*.—Value of imports, \$150,000,000; decrease, 8 per cent; from United Kingdom and Japan.
- Motor Cars*.—Number imported, 5,591; increase, 65 per cent; from Canada, United States and United Kingdom.
- Motor Trucks*.—Number imported, 794; increase, 100 per cent; from United Kingdom, Canada and United States.

## CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, March 12, 1924.—Reports give every indication that business activity has increased since the beginning of the year. Production and distribution have not been retarded to any appreciable extent, and the consumption of goods would appear to be without precedent, since returns of railway traffic for the last six weeks have exceeded all records for the period.

*The Steel Industry.*—The Steel Corporation reports an increase of 114,472 tons of forward business on its books at the close of February and during the month operated at 93 per cent of capacity. Orders for freight cars placed since the beginning of the year, together with unfilled orders at that time, make a total of nearly 100,000 cars for manufacture this year. Apart from the orders for freight cars, the market for finished steel products has lately grown quieter and prices are firm in the majority of lines. Although there was an increase of 8.9 per cent from January to February in the rate of pig-iron production, the dullness in the pig-iron market continues, in the absence of orders for future requirements.

*Progress in Other Industries.*—The present extent of building indicates that the activity in this line is being maintained, as the volume is greater than that of the corresponding period of any year recorded. Although the automobile industry produced over 340,000 cars in January, an increase of 30 per cent over the output in January of the previous year, it is reported that February's rate of production again increased.

*The Textile Industry.*—The situation in the textile industry continues to be unusual. In spite of a shortage, raw cotton has declined in price. There has also been a decline in the price of cotton goods, and a curtailment of output in many mills. At New Orleans prices of raw cotton have made new low levels, and on March 9 a further decline of 80 points, or \$4 a bale, was reported. The unsettled weather in the South has prevented satisfactory preparations for the new crop.

*Outlook in the Middle West.*—According to the Kansas City Reserve Bank, agriculture in the Middle West is preparing for increased production this year, influenced by excellent soil and moisture conditions and by improvement in the position of leading crops, notably corn, cotton, sugar beets, potatoes, and truck and dairy products. While cattle men still regard prices of their stock as unsatisfactorily low, the reduced number of head on farms and ranges on the 1st of January is regarded as pointing to firmer values.

*Prices and Exchange.*—Wholesale prices show little alteration, and there have been no marked changes in conditions in the money market. In the exchange markets the franc took a new and rapid decline, carrying its price below four cents. This decline has now been arrested. Other exchanges are comparatively steady. On March 11, the Canadian dollar was quoted at a discount of  $3\frac{15}{32}$  per cent, a new low record for the year. Until the passing of the seasonal contraction of the volume of international business, the reduced movement of grain and the opening of navigation, bankers do not anticipate a marked fall in the present rate of discount.

*Earnings of the Railways.*—Class 1 railroads throughout the United States earned at the annual rate of 4.54 per cent on their tentative valuation for January, according to figures made public by the Bureau of Railway Economics and compiled from the monthly reports filed with the Interstate Commerce



Commission. In dollars the earnings of the railroads, representing 235,928 miles, for January were \$51,281,200, comparing with \$61,128,970 in the same month of last year. The earnings of the railroads in January, 1923, on an annual basis, were equivalent to 5.58 per cent. The largest income was received by the Southern railroads, where the percentage to tentative valuation was 5.68, as compared with 5.04 per cent in the Eastern and 3.59 in the Western district.

## DUTCH SHIPPING REVIEW FOR 1923

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, February 25, 1924.—The occupation of the Ruhr and the resultant disorganization of Central European trade was mainly responsible for the difficult period experienced by Dutch shipping during 1923. These circumstances greatly affected the quantity of the inward tonnage offering and their depressing effect on Dutch industry led to decreases in outward freights. The situation was rendered still more unsatisfactory as the huge war and post-armistice accumulation of tonnage increased the gross registered tonnage of Dutch steel and iron ships from 1,135,000 tons to 2,606,000 tons. Naturally freight rates decreased since increases in cargoes to be transported did not keep pace with the unusual shipbuilding programmes which were carried to completion, and when the cargoes rapidly became smaller after 1920 Dutch shipping entered a most anxious and trying period.

This unhappy state of affairs continued until September, 1923, when the Japanese earthquake had a favourable influence on the cargo market in that a demand was created for space on Pacific routes. From September on the demand for space for foodstuffs naturally increased. Russia began inquiring for grain ships, while from the United Kingdom coal had to be carried in increasing quantities. Accompanying these improvements in demand for space were slight increases in freight rates on some routes, and the resultant better position of Dutch shipping companies is evidenced in the increasing attention being paid to their shares.

*Port of Amsterdam.*—Since 1918, when only 378 ships of 747,000 gross tons entered the port, a steady increase of activity in Amsterdam has been reported. During 1923, some 3,000 vessels of over 16,000,000 tons entered the port. A feature of the increased traffic through Amsterdam is the revival of the Russian timber trade.

*Port of Rotterdam.*—After struggling through a large part of 1923, Rotterdam apparently succeeded in defeating the competition of Bremen and Hamburg, chiefly as a result of the adoption by the German ports of a gold basis for wages and other local costs, which became higher there than in Rotterdam. Unfortunately the Dutch port has again become the most expensive, and it is also suffering from the effects of the French decision not to levy the *surtaxe d'entrepôt et d'origine* on goods transhipped at Antwerp destined for Alsace-Lorraine.

*Shipbuilding Trade.*—Only one shipyard in Holland, the Nederlandsche Scheepsbouw Maatschappij at Amsterdam, is fully booked with work, and very little business of any kind has been placed during the past two months. Further, very few inquiries are being received, and Dutch owners having orders to place allow foreign firms to compete, since it is their practice always to build wherever it can be done most cheaply, with apparent indifference to the situation of the shipbuilding industry in Holland.

## MARKET FOR PIANOS AND MUSICAL INSTRUMENTS IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

January 23, 1924.—In view of the fact that there are over a million Europeans scattered throughout Tunisia, Algeria, and Morocco, the imports of pianos over a given period of years are not large. This absence of buying may be explained largely by the fact that the piano is considered a *de luxe* article in these three countries, hence imports are low and local manufactures are nil. Tunisia imported 192 pianos in 1921 and in 1920, 274. Algeria in 1921 imported 470 pianos and Morocco 139 during 1920. In 1921 imports of organs into Algeria numbered 22 and in 1920 Morocco imported 20 instruments and Tunisia 79.

Apart from the select few who are in a financial position to buy pianos as an article of luxury, there remain the middle classes of average means to whom only a low-priced piano would appeal. A piano to sell must as a preliminary condition meet the taste of the purchasers, which requires that brass candlesticks be attached on the face—a bracket with generally two on both the right- and left-hand side of the face, but sometimes one. Most of the pianos have brass handles on either end. Lighter rather than darker finishes are preferred, partly, it is claimed, because the former is less likely to show the dust. The wood preferred is rosewood, walnut, or acacia, the walnut, according to importers, now being the commonest sold. Ornately carved rather than legs of plain design also appeal more to the purchaser.

French trade marks at present practically control the piano trade in North Africa, and there is relatively very little other competition in any of the three countries. The most popular marks now being stocked by the piano dealers in Northern Africa are the Erard, the Pleyel, the Gaveau, the Eleke, the Regy, the Ruch, the Bord, the Mussard, the Focke, the Henri Herz, the Staub, and the Hansen. Importers informed the writer that American offers were being received, but that exchange so raised the laid-down cost that in the limited market now obtaining there was scarcely room for American competition. Once the dollar was lower in terms of francs, however, it was believed that transatlantic pianos would come in.

### PIANO SPECIFICATIONS

The French upright pianos being sold in Northern Africa range from 1.25 metres to 1.35 metres in height, from 1.40 metres to 1.59 metres in width, and from 60 cm. to 68 cm. in depth. The least expensive marks at present are the Mussard and the Hansen, and the most expensive the Pleyel and the Erard.

A model 3 junior type Mussard, 1.25 by 1.40 metres by 60 cm., with oblique cording, galalith keyboard, 7 octaves, in rosewood or polished walnut, now retails at 3,200 francs Algiers, or if purchased on monthly terms 3,500 francs.

The model 5 of Pleyel manufacture, 1.35 m. by 1.59 m. by 68 cm., with crossed cording, of iron frame, in rosewood or walnut, and of 7¼ octaves, retails in Algiers at 6,750 francs if sold outright, or at 7,250 francs if bought on terms. The finishing of the face of this piano model is in a fanlike design.

An Eleke baby grand piano of 1.64 metres length by 1.46 metres width, of 7 octaves, and in rosewood or walnut, retails at 6,900 francs.

[Illustrations of the Mussard, Pleyel, and Eleke pianos are on file at the Department of Trade and Commerce, Ottawa (file No. 28625).]

The Pleyel upright piano as sold in Northern Africa runs from 5,500 to 6,750 francs, the Gaveau from 4,500 to 6,000 francs, the Eleke from 4,300 to 4,500 francs, the Régy from 3,900 to 4,850 francs, the Ruch from 3,600 to 4,200 francs, the Bord from 4,200 to 4,400 francs, the Mussard from 3,200 to 3,600 francs, the Focké from 3,700 to 3,850 francs, the Hansen at 3,400 francs, and



the Henri Herz at 4,450 francs. Grand pianos as the Mussard may be purchased in Algiers at 6,350 francs, as the Elcke at 6,900 francs, as the Gaveau at 7,500 to 8,000 francs, as the Pleyel at 8,000 francs, and as the Erard at 8,500 francs. Exchange has still further depreciated since the writer obtained these prices from importers last year, and in all probability quotations will be higher on new orders. A Canadian upright piano, therefore, to compete on last year's prices could not sell when laid down at Algiers for much more than from 5,000 to 6,000 francs, although we might now reasonably expect to place the outside figures somewhat higher.

*Other Musical Instruments.*—The Algerian trade returns for 1921 show that 16 tons of phonographs were imported in 1921, principally from France, although Switzerland, Germany, and Belgium also contributed. The Pathé machine is the best known throughout Northern Africa, but the trade is very small. Italy does the most important business in stringed instruments, with the exception of violins, which, as well as brass instruments, are largely supplied by France.

## IMPROVED MARKET FOR CANADIAN SALMON IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, March 1, 1924.—There is a growing market in Belgium for Canadian pink salmon. One agent alone claims sales of 12,000 cases in the last six months. Canadian salmon exported to Belgium from April 1 to December 31, 1923, amounted to 192.32 cwt. valued at \$205,047, as compared with \$97,167 for the same period in 1922 and \$85,354 in 1921. Those of the United States for the period stated were valued at \$91,817. A great deal of the Canadian salmon sold has undoubtedly gone to Southern Germany, where of late there is evidence of a very important market for this commodity. The Belgian press is giving considerable prominence to articles dealing with the large-scale purchasing of foodstuffs in Belgium by German firms, and it is pointed out as a reason for the increasing prices of foodstuffs. Canadian sales of salmon to this market and the hinterland are more than double those of the United States, our principal and only important competitor.

A visit to retail groceries shows pink salmon being exhibited freely in the windows and given a prominent place on the shelves. Retail prices vary greatly: Libby's Fancy Red Alaska, 1-pound talls, 4.95 francs; Happy Vale brand (pinks), 1-pound talls, 3.25 francs; Luxe brand, American pink, 1-pound talls, 3.75 francs; Gold Seal Canadian, 7½-ounce flats, 3.25 francs; other Vancouver pinks, 1-pound talls, 3.50 francs; Kiltie brand, 15½-ounce pink talls, 3.50 francs; Cascade brand (Canadian), flat pinks, 2.25 francs.

There is no open market or exchange here for salmon, and agents naturally show prudence in regard to prices. Agents, generally speaking, do not know the prices of their competitors, and the buyers have thus an opportunity to play one agent off against another and business, in certain cases, is thus created through getting bids from wholesale buyers and cabling them to British Columbia for acceptance. As the different agents are competing against each other, there is a distinct tendency to depress the market.

The terms on which salmon is handled in Belgium are, generally speaking, cash against documents. In certain cases, cash against arrival of the vessel is allowed, and is a great aid to sales, as boats often arrive three weeks after documents. There is a certain amount of business done on consignment, but it has not stimulated sales. An agent is more interested in turning over his own capital than that of the Canadian exporter.

The most important Canadian salmon packing houses are already represented in Belgium, but this office is prepared to assist packers or brokers in securing a suitable connection in this country.

## THE TRADE OF SWITZERLAND

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, February 23, 1924.—Switzerland's adverse balance of trade for the calendar year 1923 stood, in round figures, at 482 million francs. Her imports were valued at 2,242 million francs, as compared with 1,760 million francs for exports. Principal among the factors contributing towards this adverse balance may be cited (1) the occupation of the Ruhr and its consequent increase in prices of coal, steel, iron, and coke; (2) the competition of countries whose currencies were depreciated; (3) the decreased demand in Central Europe; and (4) the increased protective tariffs of other countries, notably that of the United States.

A surplus of some 133 million francs was shown by the Swiss Federal railways during 1923, when receipts were larger by some 21 million francs than in 1922, while expenditure showed a decrease of some 51 million francs as compared with the figures for the previous year. The hotels enjoyed an excellent season during the winter of 1923-24, and industries experiencing improved conditions during the past twelve months included those producing clocks and watches, embroideries, spun silk, textiles, machinery, chocolate, and preserved milk.

Unemployment throughout Switzerland showed a decrease of 1,700 during the month of January, when the total stood at 39,600, which represents only 27 per cent of the number of unemployed in February, 1922. The cost of living during the last quarter of 1923 showed a 5 per cent increase over the figures published for the last quarter of 1922. In January, 1922, the Swiss franc was listed as the equivalent of 18.95 cents, and its declining valuation was gradual until at the end of December, 1923, the franc was quoted at 17.51 cents.

## TRADE IN BRUSHES IN JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

*Paint Brushes.*—To sell these in Java, stiff competition will have to be met by Canadian manufacturers. As in every line, prices are cut to the bone. The European product is on the market, and some brushes are said to be brought in from China. Other brushes are made locally in Batavia and Sourabaya by the Chinese, and there is a brush factory at Bandoeng where a strong but not very fine product is made. The brushes made by the Chinese are not first-class, but serve their purpose and are popular among the Javanese because they are cheap, in July, 1923, ranging around 5 and 6 guilder cents for 1½-inch and 2-inch flat brushes.

The usual paint brush sizes in use are 6 to 26 inches with white tape, and also flat varnish and tar brushes. If any Canadian manufacturer desires to enter the market, he should quote c.i.f. prices on 1, 1½, 2, 2½ and 3-inch, sending at the same time at least half a dozen samples for distribution among merchant houses importing. It would also be of service if he sent the larger sizes, 4-inch and 5-inch. A certain outlay and sustained effort are necessary in order to obtain a footing in this trade. In tendering for Government's supplies, merchant houses must have samples on hand at rock bottom prices.

*Stencilling Brushes, etc.*—The most general sizes for stencilling brushes in use would appear to be 3, 4, 5, and 7 inches. Tarring brushes both of the English and Dutch type are on the market, but the Dutch shape is preferred. Pigs' bristles are not easy to obtain for the local brush trade, so klapper (coconut fibre), agave, horse hair, and indjoek (palm fibre) are often employed.



*Scrubbing Brushes, etc.*—Owing to the fact that the best houses have tiled floors, and to other conditions, the demand for scrubbing brushes is negligible. Carpet brooms are practically unknown. Mats are used in a small way. The Government at times requires the ordinary sweeping stiff broom for road work, etc., but otherwise the trade is infinitesimal.

*Boot Brushes.*—Imported boot brushes as well as those of domestic make are used, but consideration being had to population, only to a small extent. The great majority of the population goes shoeless, and the higher-class Javanese wear mostly sandals, though Western footwear is on the increase. The European population wear white shoes, which are cleaned with a rag and blanco. The boot brushes that are used are of the ordinary type; but as they are purchased as a rule by the servants, they are of the cheapest quality.

## GOVERNMENT SUPPLY PURCHASING FOR THE NETHERLANDS EAST INDIES

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, February 18, 1924.—In *Commercial Intelligence Journal* No. 1041 (January 12, 1924) Mr. A. B. Muddiman draws the attention of Canadian exporters to the Purchasing Bureau of the Colonial Department of the Dutch Government in Holland and the reasons for which it exists.

Mr. Muddiman gives the addresses of two official organizations in Holland who chiefly are responsible for these Government purchases, and in an effort to secure information supplementing Mr. Muddiman's report, Mr. J. E. Inckel, of the Technisch Bureau, Departement van Koloniën, Carel van Bylandtlaan 10/14, The Hague, and Mr. W. L. A. Warnier, Kolonial Etablissement, Westerdoksyd 2, Amsterdam, were interviewed. The first-named official is primarily responsible for purchases of an engineering nature, such as locomotives, railway supplies, etc. The Amsterdam official and his staff supervise the purchases of all other supplies.

At the Kolonial Etablissement are kept the standards of most of the articles of which supplies might be required by the Dutch Government in the East Indies, and the collection of samples forms quite a formidable exhibition, to which prospective tenderers must repair if they desire to submit tenders for these standard articles. Peculiarly enough, these samples cannot be taken from the premises, although there is no limit to the time a manufacturer's representative may spend there in his efforts to secure adequate details respecting the commodity in which he is interested. At Amsterdam also all goods purchased in Northeastern Europe are collected for transshipment to the Dutch East Indies in Dutch vessels, and if at times repacking is considered necessary, a capable staff with adequate machinery is available for this purpose. Here also is kept a qualified inspecting staff whose duty it is to ensure that all goods submitted in fulfilment of a contract are up to sample and in accordance with the terms of the contract.

*Branch Office in New York.*—During the war supplies could not be shipped from Europe and the Dutch Government were forced to make heavy purchases in America. In keeping with their policy, they built up a strong staff of purchasing agents and inspectors in America whose headquarters were maintained in New York. At one time the staff included six buyers of wide and varied experience and several technical inspectors. Naturally the bulk of the Dutch Government's purchases for the East Indies are now made in Europe, but an office is still maintained in the Whitehall Building, 17 Battery Place, New York City, the manager of which is Mr. H. Freydanck Olsinger.

*System of Government in Dutch East Indies.*—Generally speaking, the Dutch East Indies are governed in much the same way as a British Crown colony. In the Dutch East Indies resides a Governor General appointed by the Dutch Government in Holland, who, with an appointed Executive Council, governs the territory with the advice of a Volksraad, an elected body. The annual budget of expenditures in the East Indies is drawn up by the Executive Council and submitted to the Dutch States General in Holland for approval, or amendment if the States General deem it expedient. When it becomes necessary for the Government in the Dutch East Indies to make purchases, such purchases are made in the Dutch East Indies if possible. When it is found that supplies cannot be bought in the Dutch East Indies, the purchase must be made through the Hague office of the Departement van Koloniën. Tenders are then called for from Dutch manufacturers, and if it is found that Dutch industry cannot fulfil the request, the requirements of the Departement van Koloniën are circulated widely in a search for the most suitable source of the commodity in question. In this way the Dutch Government in Holland are able to exercise absolute control over governmental purchases for consumption in the East Indies other than the small supplies bought locally. When it is deemed wise to secure quotations from American sources, the New York office is advised of the East Indian requirements, which then secures the necessary quotations, and these in turn are sent to The Hague. These American prices are then compared with European quotations and the contract placed with the firm, American or European, submitting the most favourable tender.

Since most of the goods required can now be obtained in Europe at reasonably low prices, the services of the New York office are at present only occasionally solicited. In addition, a very short period of time only is allowed between the date of calling for tenders and that on which quotations must be submitted. Even British firms have difficulty at times in submitting quotations, so short is the time allotted.

One is therefore forced to the conclusion that the chances at present of Canadian manufacture securing a direct share of the Dutch East Indian business are rather slender, but at the same time if a Canadian manufacturer is at all interested in this trade and feels he could compete with European manufacturers, he must keep in close touch with the New York office of the Departement van Koloniën.

#### FOUR CENT RATE ON LETTERS WITHIN THE EMPIRE

The Post Office Department is still receiving complaints from individuals, firms and organizations in Great Britain regarding the receipt of correspondence from Canada which does not bear enough postage, and on which, therefore, not only the amount of postage short, but double that amount, is collected from the addressee on delivery, in accordance with international postal law. Naturally, when this happens a few times to any firm or individual doing business with Canada, it becomes rather irritating, and they wonder why Canadians do not know enough about their own postal rates to prepay their letters properly and not leave the addressees to pay a double charge.

Letters which are addressed to destinations in the British Empire (Great Britain, Ireland, Newfoundland, Australia, New Zealand, South Africa, etc.) must be prepaid four cents for the first ounce, and three cents for each additional ounce.



## **TARIFF CHANGES AND CUSTOMS REGULATIONS**

### **Canada Grants Intermediate Tariff to Netherlands**

Under authority of Section 4 of the Canadian Customs Tariff of 1907 an Order in Council was passed on March 12, 1924, extending the benefit of the intermediate tariff to products originating in, coming from, and imported direct from the Netherlands, Netherlands East Indies, Netherlands Guiana, and Netherlands West Indies. Such products shall only be deemed to be imported direct when conveyed without transshipment from a port of the state or colonies in question or from a port of a country enjoying the benefit of the preferential or intermediate tariff into a sea or river port of Canada. The consideration for extending these benefits is the assurance by the Netherlands Government that the Netherlands and the Netherlands colonies mentioned will extend the treatment of the most favoured nation to the products of Canada.

### **New Tariff Arrangement between Canada and Belgium**

A Canadian Order in Council was passed on March 12, 1924, under Section 4 of the Customs Tariff, 1907, extending the benefit of the intermediate tariff to products originating in, coming from, and imported direct from the Economic Union of Belgium and Luxembourg or from the colonies and possessions of Belgium or from territory of which Belgium is mandatory under the Covenant of the League of Nations. Such products shall only be deemed to be imported direct when conveyed without transshipment from a port of Belgium or Luxembourg or a colony or possession of Belgium or of the mandated territory aforesaid or from a port of a country enjoying the benefit of the preferential or intermediate tariff into a sea or river port of Canada. The consideration for extending the said benefit to the said Economic Union is the assurance by the Belgian Government that the said Economic Union will maintain towards Canada the most favourable treatment, which the Dominion has enjoyed so far in customs matters.

### **Control Over Import of Animals into Barbados**

Mr. E. H. S. Flood, Trade Commissioner in Barbados, has forwarded to the Department of Trade and Commerce a copy of certain rules governing the import of animals into that island. Importation from certain countries is prohibited. In regard to other countries, which include Canada, no animal shall be landed in the island unless it is accompanied by a certificate signed by a Government veterinary officer or other official authorized to grant such certificate in the country from which the animal was shipped. The certificates are to show that the animal in question had not been in an area where certain diseases were known to exist. Similar precautions are taken in regard to fodder, litter, ropes, halters, etc. Further particulars regarding these regulations will be furnished on application to the Director, Commercial Intelligence Service, Ottawa.

### **Grenada Tariff Changes**

Mr. E. H. S. Flood, Canadian Trade Commissioner in the British West Indies, has forwarded a copy of a Grenada Customs Duties Amendment Ordinance No. 4 of 1924, which confirms the tariff changes referred to in *Commercial Intelligence Journal* No. 1043 (January 26, 1924, page 160). The principal other items affected by the revision of duties are carriages and parts, cinematograph films, gasolene, naphtha, etc., and tobacco.

TENDERS INVITED  
New Zealand

Auckland, February 12, 1924.—Copies of drawings and specifications have been received from Mr. W. A. Beddoe, Canadian Trade Commissioner at Auckland, for equipment for the Public Works Tenders Board and the Auckland Electric Power Board. These drawings and specifications are open for inspection at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, and the Engineer and Manager, Auckland Electric Power Board, Auckland, in accordance with these specifications.

Date of closing	Particulars
July 1, 1924	Public Works Department.—Section No. 147, Lake Coleridge electric power scheme.—Manufacture, supply and delivery and erection of two pipe lines, each approximately 2,575 feet long, at Lake Coleridge power station, and the supply and delivery at the power station of 351 feet of tunnel lining pipes, together with all the necessary fastenings and fittings as specified.
June 23, 1924	Auckland Electric Power Board.—One 5-ton electric travelling crane, motor to be direct current, 460 volts. The crane is required to lift loads up to 5 tons.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING  
MARCH 17, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 17, 1924. Those for the week ending March 10, 1924, are also given for the sake of comparison.

	Parity	Week ending Mar. 10, 1924.	Week ending Mar. 17, 1924.
Britain . . . . .£	1.00	\$4.4156	\$4.4296
France . . . . .Fr.	1.	.0373	.05127
Italy . . . . .Lire.	1.	.0421	.04403
Holland . . . . .Florin.	1.	.3827	.3828
Belgium . . . . .Fr.	1.	.0324	.0424
Spain . . . . .Pes.	1.	.1263	.1304
Portugal . . . . .Esc.	1.	.033	.0428
Switzerland . . . . .Fr.	1.	.1783	.1786
Germany . . . . .Mk.	1.	.238	.....
Greece . . . . .Dr.	1.	.0194	.0180
Norway . . . . .Kr.	1.	.1380	.1401
Sweden . . . . .Kr.	1.	.2705	.2725
Japan . . . . .Yen	1.	.4608	.4419
India . . . . .R.	1.	.31	.3127
United States . . . . . \$	1.	1.0343	1.0375
Mexico . . . . . \$	1.	.4990	.4974
Argentina . . . . .Pes.	1.	.3535	.3470
Brazil . . . . .Mil.	1.	.1255	.1162
Roumania . . . . .Lei	1.	.....	.....
Jamaica . . . . .£	1.	4.4411	4.4424
British Guiana . . . . . \$	1.	} .9869—.9978	.8762—.9050
Barbados . . . . . \$	1.		
Trinidad . . . . . \$	1.		
Dominica . . . . . \$	1.		
Grenada . . . . . \$	1.		
St. Kitts . . . . . \$	1.		
St. Lucia . . . . . \$	1.		
St. Vincent . . . . . \$	1.		
Tobago . . . . . \$	1.	} .5255	.5228
Shanghai, China . . . . .Tael	1.		
Batavia, Java . . . . .Guilder	1.		
Singapore, Straits Settlement . . \$	1.		.5194



## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

364. OATS.—An old-established firm with a commission branch wish to obtain a connection for oats to be supplied in bags of 160 pounds. C.i.f. quotations preferred, Bridgetown, Barbados.

365. CORN MEAL.—An old-established firm with a commission branch desire to obtain a Canadian connection for cornmeal in Barbados.

366. GRAIN.—The import department of an old-established Hamburg firm is desirous of securing the agency of reliable Canadian exporters of grain.

367. GRAIN AND FLOUR.—A firm in Hamburg wish to represent first-class Canadian exporters of grain and flour.

368. FLOUR.—A well-established Belgian firm are desirous of receiving prices and samples.

369. FLOUR.—Experienced manufacturers' representative in Jamaica wishes agency of Canadian flour mill prepared to export No. 1 hard wheat, and also second and third qualities.

370. FOODSTUFFS.—A Belgian firm would like to receive offers of preserves, lard, canned fish and canned vegetables, also flour, macaroni and vermicelli.

371. CEREALS.—A well-established Finnish firm of commission agents, with headquarters in Wiborg, desire agencies for Canadian exporters of cereals: wheat flour, rye flour (white), rolled oats, feeding stuffs.

372. CEREALS, FLOUR AND PROVISIONS.—An agent in Hamburg connected with the trade in cereals wishes to represent Canadian exporters of cereals, corn products, rolled oats, wheat, rye flour, semolina, feeding stuffs, etc., as well as of lard, bacon, ham, dried fruits, and condensed milk.

373. PROVISIONS.—The import department of an old-established Hamburg firm is desirous of securing the agency of reliable Canadian exporters of all kinds of provisions suitable for the North European markets.

374. PROVISIONS.—A firm in Hamburg wish to get in touch with Canadian exporters of all kinds of provisions such as condensed and evaporated milk, canned meats, fish and fruits, dried and evaporated fruits, etc.

375. CONDENSED AND EVAPORATED MILK, AND MILK POWDER.—An important London firm of merchants and brokers, who have been handling Canadian preserved milk indirectly, are open to negotiate for the purchase of condensed and evaporated milk, and also milk powder, and will be glad to hear from Canadian packers who can supply them direct.

376. CONDENSED MILK.—An agent in Hamburg wishes to represent a Canadian producer of condensed milk.

377. BUTTER.—A Belgian importer would like to be put in touch with Canadian exporters of butter.

378. CANNED SALMON.—A West of England house ask to be placed in touch with Canadian exporters of canned salmon.

379. SALMON.—Wanted by a firm in Port Elizabeth, South Africa.

380. CANNED SALMON.—Wanted by a Cape Town, South Africa, firm.

381. FISH.—A commission agent in Kingston, Jamaica, desires representation of a Canadian house exporting dried and pickled fish (cod, herring, salmon).

382. SUGAR; SALMON, ETC.—A French firm want to represent a good Canadian firm exporting on a commission basis.

383. FISH.—An old-established firm in Barbados with a commission branch would like to obtain a connection for codfish, and for cheap sardines, to be shipped on consignment.

384. CANNED GOODS.—A commission agent in Antwerp would like to hear from Canadian exporters of canned salmon and lobster, canned fruit and condensed milk, with a view to representation.

385. **DRIED APPLES, ETC.**—A well-established firm of commission agents in Wiborg, Finland, desire agencies for a Canadian exporter of dried apples and other dried fruits.

386. **DRIED FRUITS.**—An agent in Hamburg wishes to represent Canadian packers or exporters of dried fruits.

387. **GALLON APPLES.**—The import department of an old-established Hamburg firm is desirous of securing the agency of reliable Canadian exporters of gallon apples.

388. **PEAS AND BEANS.**—A firm in Hamburg wish to get in touch with Canadian exporters of peas and beans.

389. **ONIONS.**—Established broker in Havana, Cuba, invites correspondence with Canadian shippers of onions with a view to representation. Might also purchase outright.

390. **CANNED TOMATOES.**—Established foodstuffs broker in Havana, Cuba, wishes to represent a Canadian manufacturer of canned tomatoes, also of tomato paste.

391. **PACKING-HOUSE PRODUCTS.**—A well-established Finnish firm of commission agents, with headquarters in Wiborg, desire agency for a Canadian exporter of packing-house products (pork and pure lard).

392. **PACKING-HOUSE PRODUCTS.**—A Hamburg firm with long experience in the trade wish to represent independent Canadian packing house.

393. **PACKING-HOUSE PRODUCTS.**—A firm in Hamburg wish to get in touch with a reliable Canadian packing-house firm not already established in the German market.

394. **CHOCOLATES.**—A Belgian manufacturers' agent is desirous of acting as representative for Canadian exporters.

395. **HONEY.**—A firm of chemists in Belfast would like to hear from exporters of honey for apiaries.

### Miscellaneous

396. **FOODSTUFFS; TEXTILES.**—A firm in Antwerp are desirous of getting into touch with Canadian exporters of canned goods (fruit, vegetables, salmon and lobster), dried fruit, cheese, butter, powdered milk, and quaker oats; are also buyers of cheap cotton textiles, white and printed cotton goods, and cretonnes.

397. **SILK HOSIERY.**—A London company who specialize in hosiery would be glad to receive samples and prices from actual Canadian manufacturers of silk stockings and socks able to fill export orders.

398. **PATENT MEDICINES.**—A firm of chemists in Belfast would be glad to hear from Canadian exporters of pharmaceutical supplies who have special offers to make. They would appreciate particulars of patent medicines that are sent to and advertised in Ireland.

399. **DRUGGISTS' SUPPLIES.**—A Belgian importer is desirous of securing the agency of Canadian manufacturers of chemical and pharmaceutical products; also rubber goods for druggists.

400. **SULPHATE OF AMMONIA.**—A Bristol firm desire quotations on sulphate of ammonia for shipment to Spain.

401. **FORMALDEHYDE.**—Quotations are desired by manufacturing chemists in the Midlands for formaldehyde in 40-gallon barrels, strength 40 per cent by volume. Quotations per long ton, free delivered Birmingham.

402. **RAW PRODUCTS.**—The import department of an old-established Hamburg firm is desirous of securing the agency of reliable Canadian exporters of raw products and minerals suitable for the German market.

403. **LINSEED.**—A firm in Hamburg wish to represent a Canadian linseed oil mill or exporters of linseed cakes and linseed.

404. **ELECTRICAL APPLIANCES.**—A Belgian importer is anxious to open up business connections with Canadian manufacturers of small household electrical appliances, with a view to representation.

405. **CAST-IRON FITTINGS.**—A Birmingham house desire quotations on elbows, tees and crosses in range of size from 3-inch to 12-inch thickness, British standard specification.

406. **MACHINE TOOLS.**—An Antwerp importer would like to hear from Canadian manufacturers of machine tools.

407. **RIVETS.**—A Belgian importer desires to buy direct large quantities of rivets.

408. **HARDWARE.**—A Belgian firm are desirous of securing the agency of Canadian manufacturers of chains, hinges, springs, and hammers.

409. **NEWSPRINT.**—A firm in Hamburg wish to get in touch with a Canadian exporter of newsprint.

410. **PAPER.**—Established broker in Havana, Cuba, wishes to correspond with Canadian manufacturers of writing paper, wrapping paper and newsprint, with a view to representation.

411. **RAW TOBACCO.**—A Belgian importer is anxious to open up business connections with Canadian exporters.

412. **ORGANS.**—A house in the English Midlands exporting abroad are calling for quotations on a line of organs with mirror top and 8 or 10 stops, complete in case at port of shipment.



413. **WOODENWARE.**—A London company ask to be placed in touch with Canadian manufacturers of broom handles, washboards, dolly pegs, and other domestic woodenware, so that they can negotiate for supplies.

414. **TABLES.**—Extension dining-room tables wanted by a Cape Town firm.

415. **BREAD BOARDS.**—A Birmingham firm desire quotations on full range of bread boards. Terms cash against documents.

416. **WOODEN STAIR ROD EYES.**—A Birmingham house desire quotations for above as per sample on file. Prices to be competitive must be from 3s. to 4s. per gross, delivered Birmingham.

417. **WOODEN CURTAIN RODS.**—Quotations for above in diameters  $\frac{1}{4}$  inch to  $\frac{1}{2}$  inch, in hardwood, such as birch or oak, natural colour, are desired by a Birmingham firm, delivered Birmingham, in sterling.

418. **OAK STAIR RODS.**—A Birmingham firm submit samples for quotations by Canadian manufacturers in sizes 22-inch, 24-inch, 28-inch and 30-inch lengths, triangular with slightly rounded ends. Quotations to be per 100 gross delivered Birmingham, in sterling. Sample orders only 20 to 50 gross, and preferably counter samples should be submitted with quotations. Quotations should be for both stained and natural finish, and the price to be competitive, in the small sizes, say 24-inch, must be about 24s. per gross delivered Birmingham, stained. The finish must be good. Terms are cash against documents. Samples on file.

419. **WOODENWARE.**—A firm in Hamburg wish to get in touch with Canadian exporters of woodenware articles.

420. **BOX SHOOKS.**—Wanted by a South African firm.

421. **LUMBER.**—A firm in Hamburg wish to obtain connections with reliable Canadian exporters in a position to offer Canadian spruce, figured birch, and other woods suitable for the German market.

### **BRITISH GOODS IN INDIA: CONSIGNOR'S RIGHTS**

It appears, says a correspondent in the *London Times Trade Supplement*, that British manufacturers do not know the exact extent of the rights retained by them over property consigned to their agents in India when such agents fail in business. The Bombay Chamber of Commerce has recently had occasion to make this matter clear in reply to an inquiry by H.M. Trade Commissioner, Bombay.

The committee of the Chamber pointed out that the rights of consignor over goods consigned to agents in India were dependent upon the terms of the document conveying the charge. If the shipping document for the goods is hypothecated to or sent through a bank, the bank in India usually, with the knowledge and under the authority of the shippers, surrenders to approved firms the documents under trust, provided that the signatories thereto, the aforesaid agents in India, undertake, amongst other things, to hold the goods as agents and trustees of the bank. The goods thereafter become trust property, and in the event of their being wrongfully alienated or converted so as to constitute a breach of trust, the goods can be recovered so far as they are traceable, unless they should have passed, for valuable consideration, into the hands of a purchaser, who, without notice of the trust, has acquired a right to them paramount to that of the person claiming under the trust by reason of his having a legal claim thereto.

### **GERMAN IMPLEMENT TRADE WITH SOVIET RUSSIA**

German implement manufacturers who counted on considerable trade with Russia are much disappointed and they have encountered difficulty in obtaining import licenses, says the *United States Commerce Reports*. The attitude of the Russian Government was illustrated at the recent exposition held at Moscow where many representatives of foreign manufacturers of agricultural machinery exhibited. The Russian peasants flocked to the exposition in thousands and would gladly have placed orders had they not been subject to the consent of the People's Commissary for Foreign Trade whose representative had an office at the exposition and who issued permits for importation only in very rare instances. The Soviet Government is of the opinion that the Russian State factories are capable of producing all the machinery required, and only the most up-to-date machinery which is not being made by Russian factories is permitted to be imported.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### British West Indies

E. H. S. Flood, Bridgetown, Barbados; agent also  
for British Guiana. *Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancom.*

#### Denmark

B. S. Webb, Raadhustpladsen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and inland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancom.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of  
the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe.  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado  
Num. 126-bis, Mexico City. Office, Edificio  
Banco de Londres y Mexico, Num. 30. *Cable  
Address, Cancom.*

#### New Zealand

W. A. Beddoe, Union Buildings, Customs street,  
Auckland. *Cable Address, Canadian.*

#### South Africa

P.O. Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Trade Commissioner, Sun Building,  
Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow,  
Scotland. (Territory covers Scotland and Ire-  
land.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House,  
Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona,  
Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy,  
Washington.



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Deputy Minister: F. C. T. O'Hara

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## SUMMARY OF TRADE OF CANADA FOR FEBRUARY, 1924

The summary of the trade of Canada for February, 1924, shows that as represented in dollars imports for consumption were valued at \$62,133,882 in February, 1924, as against \$65,307,696 in February, 1923, and \$54,294,255 in February, 1922. The imports from the United Kingdom in February, 1924, were valued at \$10,599,764, as against \$11,760,154 in February, 1923, and \$9,423,629 in February, 1922. The imports from the United States in February, 1924, were valued at \$41,875,910, as against \$44,223,527 in January, 1923, and \$37,043,290 in February, 1922. The total imports for the twelve months ending February, 1924, were valued at \$898,338,916, as against \$790,032,342 for the twelve months ending February, 1923, and \$761,026,261 for the twelve months ending February, 1922.

The value of the exports of Canadian products for the month of February, 1924, was \$67,274,543, as against \$57,656,161 in February, 1923, and \$46,046,449 in February, 1922. The exports to the United Kingdom were valued at \$15,088,768 in February, 1924, as compared with \$17,538,260 in February, 1923, and \$15,316,265 in February, 1922. The exports to the United States were valued at \$30,527,417 in February, 1924, as against \$26,719,205 in February, 1923, and \$20,116,356 in February, 1922. The value of the total exports of Canadian produce during the twelve months ending February, 1924, was \$1,029,268,881, as against \$914,433,157 during the twelve months ending February, 1923, and \$748,793,795 for the twelve months ending February, 1922.

The month's returns show a favourable balance of trade of \$5,140,661; the returns for the twelve months period show a favourable balance of \$130,929, 965.

**SUMMARY OF THE TRADE OF CANADA: MONTH, ELEVEN MONTHS AND TWELVE MONTHS ENDING FEBRUARY, 1924**  
(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of February, 1924					Eleven Months ending February, 1924					Twelve Months ending February, 1924				
	From Kingdom		From United States		Total Imports	From Kingdom		From United States		Total Imports	From Kingdom		From United States		Total Imports
	\$	\$	\$	\$		\$	\$	\$	\$		\$	\$	\$	\$	
<i>Imports for Consumption</i>															
Agricultural and Vegetable Products.....	12,798,730	1,777,977	5,820,688		167,557,179	26,093,157		71,740,117		185,811,688	28,722,000		80,045,370		
Animal Products.....	3,871,884	274,130	3,053,891		40,514,607	3,938,210		28,909,094		46,227,013	4,466,853		33,014,982		
Fibres and Textile Products.....	14,723,974	6,029,766	6,236,114		156,610,891	64,861,689		67,891,307		177,073,035	73,478,140		76,917,768		
Wood, Wood Products and Paper.....	2,936,374	172,205	2,626,986		36,739,796	2,839,611		32,266,816		40,529,072	3,095,592		35,638,127		
Iron and its Products.....	10,786,007	931,520	9,721,429		156,456,568	16,795,798		136,806,969		173,288,950	17,981,297		152,334,037		
Non-Ferrous Metal Products.....	3,252,509	298,053	2,752,326		33,652,331	3,911,078		31,996,162		42,796,289	4,375,744		37,467,619		
Non-Metallic Mineral Products.....	9,001,159	449,449	8,165,179		142,120,432	9,905,021		123,036,453		157,824,394	10,571,914		137,240,079		
Chemicals and Allied Products.....	1,927,518	280,769	1,308,360		23,457,426	7,863,081		16,377,056		26,366,751	4,219,643		18,680,320		
All other Commodities.....	2,835,727	385,865	2,107,967		44,274,058	3,608,300		31,277,056		48,421,724	8,268,219		34,387,754		
<b>Total Imports, 1924.....</b>	<b>62,133,882</b>	<b>10,599,764</b>	<b>41,875,910</b>		<b>806,413,288</b>	<b>139,815,895</b>		<b>540,461,296</b>		<b>898,338,916</b>	<b>155,179,402</b>		<b>603,729,056</b>		
1923.....	65,307,696	11,760,154	44,223,527		710,653,616	125,966,636		477,721,978		790,032,342	140,133,334		532,633,384		
1922.....	54,294,255	9,423,629	37,043,290		668,425,606	102,968,645		461,046,790		761,026,261	119,376,345		524,822,582		
<i>Exports (Canadian Produce)</i>															
Agricultural and Vegetable Products.....	23,899,683	9,577,226	2,000,455		401,066,869	232,465,877		48,404,334		423,731,807	243,119,771		50,364,148		
Animal Products.....	8,758,530	2,825,367	4,003,345		128,997,978	60,617,267		50,645,135		137,917,417	63,737,605		54,997,446		
Fibres and Textile Products.....	554,084	135,004	289,659		7,488,264	1,439,697		3,680,219		8,393,060	1,528,821		4,299,952		
Wood, Wood Products and Paper.....	19,794,920	520,618	17,276,066		245,650,693	19,633,347		206,070,594		270,346,506	20,481,396		228,214,413		
Iron and its Products.....	4,400,992	691,820	4,483,143		58,966,763	8,869,585		7,601,794		66,072,528	9,975,744		9,055,225		
Non-Ferrous Metal Products.....	6,266,463	802,904	4,242,825		56,500,660	8,233,275		37,274,989		62,095,227	8,866,407		41,096,805		
Non-Metallic Mineral Products.....	1,629,546	63,836	1,117,941		24,573,533	1,109,176		16,073,318		28,210,244	1,295,300		18,902,761		
Chemicals and Allied Products.....	1,163,674	208,841	629,404		13,807,005	2,847,359		6,758,474		15,627,776	3,117,833		7,764,469		
All other Commodities.....	806,642	263,152	484,579		15,659,517	3,373,641		10,710,893		16,874,316	3,715,439		11,455,419		
<b>Total Exports, 1924.....</b>	<b>67,274,543</b>	<b>15,088,768</b>	<b>30,527,417</b>		<b>952,711,282</b>	<b>338,589,164</b>		<b>387,219,720</b>		<b>1,029,268,881</b>	<b>355,838,316</b>		<b>426,148,638</b>		
1923.....	57,656,161	17,538,260	26,719,205		854,893,844	301,818,293		330,151,300		914,433,157	381,762,495		355,895,241		
1922.....	46,046,449	15,316,265	20,116,265		680,701,367	279,417,492		266,844,702		748,793,785	293,666,295		301,917,149		
<i>Exports (Foreign Produce)</i>															
Totals, 1924.....	1,057,234	78,304	931,793		12,226,713	1,023,985		10,002,517		13,455,789	1,093,696		11,002,703		
1923.....	990,151	148,871	663,773		12,615,318	761,370		10,267,317		13,923,499	841,436		11,344,097		
1922.....	963,024	127,408	671,500		12,378,148	941,452		10,438,754		13,753,965	996,610		11,555,392		



## RUBBER FOOTWEAR IN DENMARK

TRADE COMMISSIONER B. S. WEBB

Copenhagen, February 28, 1924.—Denmark provides a good market for manufacturers of rubber overshoes and the same is true of Norway and Sweden, though perhaps the consumption there is not quite so great as in Denmark. Climatic conditions are such as to make the use of overshoes almost a necessity.

Rubber footwear made in Sweden is sold here on a large scale and a number of dealers consider the makes of that country as the best obtainable. The products of Swedish factories are distributed to the trade through branch offices, or resident local agents. A full line of well-finished goods is made, slightly heavier and, if anything, slightly dearer than American. The best-known make is the Helsingborg, which has been selling here for twenty years and has acquired a solid reputation and a strong position in the market.

United States manufacturers are well established. For the most part they supply the trade through resident local agents, although one maker has made an exclusive-sale arrangement with the principal retailer of this city. Most of the better-known makes are sold in the stores, under the makers' names, which have become familiar to the buying public. Whilst not admitting that the Americans make an overshoe of better wearing quality than the Swedish, dealers state that they make a lighter article, better finished and in a much larger range of styles than any of their competitors. Their prices are rather lower than Swedish. One of the lesser-known American makes was seen on sale at 5.50 kroners a pair (ladies' size), whilst one of the largest distributors claims to have placed an order in the United States for 3,000 pairs men's footholds at 55 cents per pair, less 8 per cent, less 5 per cent c.i.f. Copenhagen. The two best-known American makes have been sold here for some years and have got well on to the market, probably as a result of energetic advertising. Dealers believe that United States makers cannot now be selling on a paying basis, as their retail prices in kroners have not been increased in proportion to the increased cost of United States currency. The buyer at one of the largest department stores stated that some time ago they sold out all their stock of American-made rubbers at 2.85 kroners a pair, due to their desire to liquidate a stock of which a large percentage had a faulty finish. This store is willing to try a Canadian-made rubber if material, finish and price are in line.

A Danish company commenced operations in Copenhagen a year or so ago, receiving a Government subsidy of 100,000 kroners. It has been making a limited line, and its goods do not appear to be so well finished as American and Swedish. The disparity in quality is not so noticeable in their low shoes as in the tall top lines in which they would have a smaller turnover. Their retail prices for average types of flat overshoes average 8 kroners for men's, 6.50 kroners for women's, and 4.25 kroners for children's. At the present time the factory claims an output of 500 pairs a day. Advices just received are to the effect that the company is going into liquidation.

At the present time German manufacturers are not offering any serious competition, nor are English manufacturers doing anything more than their average trade. English qualities are thought to be fairly good, whilst their present prices are about level with United States prices.

Canadian rubber footwear is not very well known, although at least one line is being sold, whilst arrangements have been concluded for the sale of another. If American rubber footwear can be sold here to the extent that it is, there ought to be at least reasonable prospects of success for a Canadian maker.

The number of "galoshes," as they are called here, sold in Denmark may reach on occasion to half a million pairs a year. The imports in 1922, the last

year for which statistics are available, totalled 130,400 kilos, of which Sweden imported 82,600, the United States 23,800, Great Britain 15,500, and Germany 8,500 kilos.

The market does not call for any special styles or shapes. A full line of Canadian patterns suitable for city wear would be acceptable to the trade in Copenhagen. Canvas linings are wanted in the cheaper qualities and mixed flannel of a dark colour for the better classes.

The number of dealers buying from the makers and importing for their own account, though on a comparatively small scale, being rather large, a Canadian manufacturer wishing to compete for trade in Denmark is recommended to consider the appointment of a local manufacturers' representative to sell to the trade on commission. There are a number of reliable parties in Copenhagen anxious to handle the sale of a line of Canadian rubber footwear.

## MARKET FOR MATTRESS WIRE IN ARGENTINA AND URUGUAY

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, February 28, 1924.—More than 100 tons of 22- and 22½-gauge galvanized mattress wire are being imported into Argentina monthly, and a somewhat smaller quantity into Uruguay, at a c.i.f. value of \$160 (Canadian gold) per ton of 2,240 pounds, although recent German and English quotations are £28 and £37 respectively. The galvanizing of this wire must be bright and of regular colour and must hold firmly in order not to brush or chip off to such an extent that the under metal is unprotected from the damp atmosphere. In countries where the air is not so humid, tinned wire is used, but in Argentina and Uruguay manufacturers will not employ this kind of material as it does not sufficiently protect the steel from rusting. There is considerable danger when galvanizing that the resiliency so essential to mattress wire will be destroyed. This danger does not seem to be so apparent in the case of the tinned article. This wire must possess, to a marked degree, the power to regain its original straight line when bent as soon as the bending influence or agent is removed. This elasticity is one of the first qualities tested by the mattress manufacturer, as he very often finds himself offered, and even at times in possession of, wire which is of no value to him owing to its having lost this essential characteristic.

*Packing.*—Special care must be exercised in packing in order to protect the wire as well as possible during the voyage from the super-saturated atmosphere of the tropics through which the merchandise passes, while at the same time preserving a due regard for economy. The machinery employed in making mattresses requires that each coil should not be larger than 12 inches in its outside diameter and that the weight of each should be from 12 to 14 kilos. Each bundle or coil should be well wrapped in strong brown paper. The coils should then be put into good barrels which are thoroughly lined with waterproof paper of a quality which is genuinely impervious to moisture. Hermetically-sealed tin lining would be the ideal method for this kind of packing, but perhaps too costly to warrant the expense.

The writer visited a mattress factory where he was shown a recent shipment of galvanized wire which had arrived from abroad in strong oak barrels, lined with loose unhermetically-sealed tin. This sort of lining, though expensive, did not serve any good purpose, as it did not prevent moisture from entering. It may also be mentioned that one or two of the barrels were dirty, having previously contained some sort of grease, which when passing through the tropics became liquid, thereby considerably soiling the contents. The wire was neither



regular in colour nor in quality. Some of it was dark and had already commenced to rust in various places where the galvanizing was thin or had rubbed off. Other portions of the same rolls which were thus affected possessed sufficiently good wire to induce the manufacturer to make them up into mattresses in the hope that the above-mentioned faults would not be observed, as the wire was only defective in places, but the sharp eye of the retailer quickly detected the defects which injured not only the good appearance but also affected the durability of the article, thus impairing its selling value, with the result that the mattresses were returned to the manufacturer.

A Canadian manufacturer who will send a first-class, properly galvanized wire, so that the coating does not come off, a wire which is bright and uniform in colour and has not lost its required elasticity, well packed and competitive in price, will find a very lucrative market for his product in Buenos Aires and Montevideo.

## TRADE CONDITIONS IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, March 14, 1924.—The past month witnessed practically no alteration in business conditions of any importance. Chief features have been the spreading of labour troubles and the heavy fall in the exchange value of the franc, both of which would obviously tend to check expansion in trade, either home or foreign.

While there has happily been some still further decrease in unemployment and the dock strike was settled so soon after it commenced that it only delayed, instead of annihilating business, demands for higher wages and better conditions are being made from many quarters under the threat of a strike. Industries affected at the moment include coal miners, tramwaymen, transport workers, and cotton operatives, and while it is to be hoped that the conferences now being held will end in amicable settlements, the advance in wages which usually results means an increase in the cost of production. Moreover, the disruption and uncertainty which all this labour unrest causes is extremely harmful to trade generally.

*Unemployment.*—As this question of unemployment overshadows in importance the many problems which face the country and Parliament, it seems interesting to refer to an aspect to which several speakers again directed attention during the recent parliamentary debate as contributing to much of the present discontent. This is the disparity in the remuneration accorded throughout the country to workers in so-called "sheltered" (or naturally protected) trades, and those trades which are subject to foreign competition.

As an illustration, since the war wages in the building trade have improved by from 90 to 114 per cent, dockers' wages have increased 85 per cent, railwaymen's 100 to 150 per cent, and unskilled labourers' 90 per cent. In contrast, skilled men in the engineering trades are only receiving an increase of from 42 to 45 per cent, shipbuilding 18 to 26 per cent, agricultural labourers 56 per cent, and cotton operatives 61 per cent. The direct result is that the lack of employment in the unprotected industries is altogether out of proportion to the lack of work existing in the sheltered industries. In the case of shipbuilding, unemployment is at present estimated by the Minister of Labour to reach the deplorable figure of 34 per cent.

*Marking of Imported Agricultural Produce.*—Another matter connected with Parliament, and one which is of direct interest to Canadian agriculture, is the second reading given by the House of Commons to the Merchandise Marks

Bill, under which a number of imported articles of food must bear indication of the country of origin. As these articles include bacon, hams, cheese, oatmeal, frozen or chilled meat, dead poultry, and honey, the final adoption of the measure in its present form would obviously affect several important branches of Canadian export trade.

*No Immediate Demand for Imported Hay.*—As regards another agricultural product, hay, it will be recalled that owing to the practical failure of the United Kingdom hay crop of 1922, a shortage occurred which resulted in the importation of quite important quantities of hay from Canada. It is also known that the abundant yield of hay of last summer resulted in the cessation of imports and a heavy drop in prices.

At the request of an important Canadian shipper of hay, the existing situation has been the subject of further investigation. The opinion expressed by leading importers is that the outlook remains unpromising.

Large quantities of home-grown hay are still available, the demand is slack, and prices weak. The general view is that business at present would be quite unprofitable to Canadian shippers, and that there is little likelihood of any change, at least until the summer, when the course of prices will be determined by the prospects of next season's crop. One London dealer who handles Canadian hay suggests the present maximum price realizable for Canadian clover would be £5 10s. per ton (2,240 pounds) c.i.f. United Kingdom ports.

## CANADIAN HORSES FOR THE BRISTOL AREA

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, February 25, 1924.—In response to inquiries, the market situation for Canadian horses in this area has been investigated.

One important dealer, who imports from Ireland at the present time and was in this business before the war, has handled Canadian horses and states that animals ranging in weight between 9 and 14 cwt., and height 15.1 to 16 hands, clean legged, suitable for van, bus and general work, are of the type which should receive an excellent sale. They must not be heavily haired. As the dealer himself expressed it, the horses should have a bit of bone and not too much hair, and short backed as long-backed animals do not stand the sea voyage so well.

Prices realized would range between £25 and £45 per head dependent upon appearance and condition. Soundness is essential, and age should be between five and seven years. The above dealer is prepared to handle Canadian horses to the number of from 75 to 100 a month, or approximately 30 to 40 per fortnightly service in order that the local markets be not overloaded. At the present time he would handle only on a 5 per cent commission basis, but the standing being excellent an initial sale might be tried. He would guarantee a minimum price of £25 per head, although if suitable animals were shipped the price would range up to £45. Sales would be private rather than by auction. The animals after landing need only a couple of days' feed prior to sale.

There is also a considerable business done in imported Irish hunters which are blood-pedigree animals, weighing between 10 to 12 cwt. and 15 to 16 hands high. Prices realized are anywhere from £100 up.

The dealer referred to would consider making a visit to Canada if the business proved sufficiently satisfactory, as he considers the opportunities are excellent for Canadian horses.



## WHEAT YIELD OF NEW SOUTH WALES

Mr. B. Millin, Canadian Commercial Agent in Sydney, New South Wales, writes as follows on the wheat yield of New South Wales:—

The wheat-growing belts in the State of New South Wales cover such a wide area, and the variations in climatic conditions are so great, that it frequently happens that a good season in one district synchronizes with a drought in another. The whole of the northern half of the state suffered from the effects of a severe dry spell throughout almost the entire year until late in the growing season. The northern and northwestern areas fared badly, the crop being one of the lightest on record. The western wheat areas also suffered from lack of rain, and the average there will be a little higher. The southwestern areas fared much better, saving rain falling at a critical time, and this district will record the highest average in the state—probably in the region of 12 to 14 bushels per acre.

From returns made by the Department of Agriculture it is estimated that there will be a yield of approximately 32,000,000 bushels, which is slightly above that of the preceding year, but substantially less than the 1920-21 and 1921-22 seasons, and less than half that of the record season of 1915-16. Basing the total harvest at 30,000,000 bushels, the average yield per acre will be about 9 bushels, which is the lowest since the great crop failure of 1919.

## EXPORT OF CITRUS FRUITS FROM AUSTRALIA

Mr. B. Millin, Canadian Commercial Agent in Sydney, New South Wales, writes as follows on the exports of citrus fruits from New South Wales:—

It is a matter of vital importance to the future of the Australian citrus industry that outside markets should be found for the increasing production. Valencias in particular have been very extensively planted of late years in New South Wales, Victoria, and South Australia, and there has been some apprehension as to how the crop would be disposed of in good season. It is reassuring to know that the London market can absorb large quantities at good prices during October and November, and extremely encouraging reports were recently received regarding the trial shipment of 1,000 cases oranges shipped to London last September by the New South Wales and Victorian Citrus Associations. The prices quoted—30s. to 42s. per case for Washington navels, and 27s. to 37s. for Valencias—exceeded expectations.

It is stated that the inclusive cost, including case and packing, right through to selling in London, amounted to 12s. to 12s. 6d., so that growers will receive a more than satisfactory balance. At the time of shipment Valencias were worth 12s. and Navels 14s. in the Sydney market. Even had the Valencias been held until February, as they might have been, they would not have netted as much as those sent in this shipment.

The Federal Citrus Council has made inquiries with reference to supplying North American markets, and it is intended during the coming season to make trial shipments. A small trial shipment to the Canadian market last season met with very satisfactory results.

## MARK OF ORIGIN REQUIRED ON GOODS SHIPPED TO UNITED STATES

Misunderstanding appears to exist on the part of some exporters in regard to the United States law governing marks of origin on imported goods. Briefly stated the law requires that unless it be impracticable to do so, goods must be marked with the name of the country of origin before being released from custody of customs in the United States, and if the marking law is not observed by the exporter the goods are subject to an extra 10 per cent duty. (See *Commercial Intelligence Journal* No. 984, December 9, 1922, page 927.)

## IMPROVED POSITION OF INDIAN RAILWAYS

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, February 20, 1924.—The Administration Report on Railways in India for the year 1922-23 shows that the Government of India received from the operation of Indian railways, after meeting all interest and annuity charges, a net profit of 1.22 crores of rupees or about \$3,500,000, as compared with a loss of 9.27 crores or \$28,000,000 in 1921-22. Nearly all the Indian railways are owned by the State, and a growing proportion of the railway mileage in the country is coming under direct State management.

The capital expenditure incurred on all railways in India up to March, 1923, totalled 680 crores of rupees or over 2 billion dollars, and of this sum the actual liability incurred by Government in regard to State-owned lines is placed at \$1,900,000,000. On this capital sum, the net receipts, that is, the gross receipts minus the working expenses, gave a return in 1922-23 of 4.37 per cent as compared with 2.47 per cent in 1921-22 and 5.01 per cent in 1913-14.

*Low Freight and Passenger Rates.*—Freight and especially third class passenger rates in India are said to be the lowest in the world. Average receipts per ton mile of freight carried on Indian railways amounted to 6.1 pies or a trifle over one cent in Canadian money, as compared with 6.2 pies in Japan, 7.3 pies in Canada and 6.7 pies in the United States in 1921. Receipts per passenger mile in India amounted to only 3.8 pies in 1922-23 as compared with 18 pies in the United States in 1921, while in England the present fare charged per mile third class is 18 pies. In 1922 passenger fares were increased by an average of about 30 per cent and goods rates by about 20 per cent. Nearly all the passenger earnings of the Indian railways came from third class traffic. Of the total of 572,700,000 passengers carried in 1922-23, over 500,000,000 were third class. Passenger earnings increased by about 9 per cent as compared with the previous year and constituted about 30 per cent of the total earnings. The volume of goods traffic carried during the year amounted to over 70,000,000 tons as compared with 63,500,000 tons during the preceding year.

The mileage under operation in 1922-23 totalled 37,618 miles, as compared with 36,189 miles in 1917, 33,484 miles in 1912, 23,931 miles in 1902 and 17,815 miles in 1892. Of the present mileage 18,389 miles are of 5 feet 6 inches gauge, 15,508 miles of 3 feet 3½ inches or metre gauge, and 3,721 miles of 2 feet and 2 feet 6 inches gauge.

*Equipment and Stores.*—Owing to the reduced prices paid for nearly all classes of railway equipment, the cost of purchases on account of Indian railways was less in 1922-23 than in the previous year. Rolling stock to the value of \$47,089,000 was purchased during the year, of which \$19,034,000 represented payment for locomotives and spare parts, and most of the remainder for coaching and goods stock together with spare parts. On class I railways, which constitute 91 per cent of the total mileage, there were additions during the year of 49 broad and 11 metre gauge locomotives, bringing the respective totals up to 6,396 and 2,650. At the close of the year 1922-23 the number of locomotives on order was 125. In the case of passenger vehicles there were additions of 141 broad and 271 metre gauge carriages bringing the totals up to 9,854 and 7,450 respectively. The additions to the goods stock of class I railways were 1,645 covered and 2,440 open broad gauge and 1,171 covered and 86 open metre gauge wagons.

The prices of both locomotives and wagons ordered by the Indian railways during the year were reduced almost to pre-war levels. In February, 1923, orders



were placed for standard 0-6-0 superheated locomotives at £4,041 as compared with £11,000 in 1920 and £3,910 before the war, while standard covered goods wagons were ordered at £250 as against £750 in 1920 and £210 before the war.

Railway carriages are now built in India according to standard designs prepared and issued in September, 1922, by the Railway Board. The Railway Board state that their aim in this respect is "to couple the adoption of standards with progressive and continuous revision of the standards themselves". The adoption of an automatic centre buffer coupling similar to that used in North American railway practice is now under consideration.

Excluding rolling stock, \$63,209,000 were spent on materials and stores during the year 1922-23, as compared with \$72,602,000 in 1921-22. This reduction is attributed almost entirely to the general fall in prices of equipment and stores. The values of equipment imported from abroad during the year were as follows: rolling stock, \$30,690,000; tools and stores, \$19,382,000; permanent way equipment, \$9,393,000; electrical plant, \$2,535,000; building, station and fencing materials, \$1,295,000; bridge work, \$1,581,000; workshop machinery, \$1,580,000; engineer's plant, \$622,000; a total of \$67,239,000.

*Growth in Use of Metal Sleepers.*—Wooden sleepers were purchased during the year to the value of \$10,416,000 as compared with \$8,215,000 in 1921-22 and metal sleepers to the value of \$4,681,000 as compared with \$3,689,000. A very small percentage of wooden sleepers was imported, as out of the total of \$10,416,000, \$10,044,000 represented the value of indigenous sleepers purchased. Metal sleepers are growing in favour owing to their comparative cheapness, and out of the \$4,681,000 spent in 1922-23 on this class of sleeper, \$4,557,000 represented the value of the imported article. Greater use was made during the year of concrete sleepers and further progress was made by the railways in the creosote treatment of native sleepers.

### NEW INTERCOASTAL SERVICE BETWEEN MONTREAL AND VANCOUVER

The Canadian Government Merchant Marine, Limited, has announced that their plans have matured for the inauguration of an intercoastal service between Canadian Atlantic and the Pacific Coast ports via the Panama Canal. It has been decided to operate this service with new up-to-date steamers of 8,400 tons d.w. capacity, sailing from Vancouver all the year round and Montreal monthly in the summer, and Halifax and/or St. John in the winter. The ss. *Canadian Planter* will take the first sailing from Montreal, May 6, followed by the *Canadian Importer*, June 6, with the *Canadian Scottish* July 6. The sailings from Vancouver to Montreal will be the *Canadian Importer* on April 12, followed by the *Canadian Scottish*, May 12.

### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

## CANADA'S TRADE WITH BRITISH HONDURAS

TRADE COMMISSIONER J. CORMACK

Kingston, Jamaica, March 14, 1924.—There have just come to hand from Belize the figures of imports into British Honduras from Canada during the year 1923. The total value is roughly \$400,000, as compared with \$156,750 for 1922. The increase is over 150 per cent, or 33 per cent more than the combined total importations for the years 1921 and 1922.

Even to a more marked degree has Canada increased her purchases from the colony. For the six months of 1923, ended September last, goods were bought to the value of \$100,893, as compared with \$7,160 for the same period of 1922.

*Commodities Purchased from Canada.*—An indication of the principal lines of imports into British Honduras from Canada for the year 1922 and 1923 is given in the following table:—

	1922	1923
Bags, trunks and valises .. . . .	\$ 497	\$ 1,624
Beer, ale, stout, cider, etc. . . . .	275	1,099
Biscuits .. . . .	3,331	3,202
Boots and shoes .. . . .	12,087	12,786
Butter and substitutes .. . . .	7,808	8,784
Bran, hay and oats .. . . .	239	2,236
Cement and lime .. . . .	3,309	16,511
Cheese .. . . .	1,775	1,941
Cotton and silk piece goods .. . . .	2,082	7,967
Films, cinematograph .. . . .	28	1,355
Fish, dried, salted and tinned .. . . .	3,490	3,217
Fruits and vegetables tinned .. . . .	202	2,182
Flour .. . . .	16,719	27,156
Haberdashery and millinery .. . . .	345	1,270
Hardware .. . . .	272	1,273
Lard and substitutes .. . . .	2,809	8,782
Machinery .. . . .	47	2,434
Manufactured articles .. . . .	451	1,690
Meat: pork, bacon and tinned .. . . .	2,321	3,131
Medicines and drugs .. . . .	1,915	3,249
Milk .. . . .	35,960	83,585
Nails and barbed wire .. . . .	502	3,056
Spirits (whisky) .. . . .	48,232	168,528
Stationery .. . . .	188	1,050
Sugar, refined .. . . .	1,623	11,519
Wood manufactures .. . . .	2,672	3,689
Other free articles .. . . .	600	1,111

## DUTCH INTERNATIONAL BAKERY EXHIBITION

Mr. Frederick H. Palmer, Canadian Trade Commissioner in Rotterdam, writes under date March 4, 1924, that an International Bakery Exhibition will be held at Amsterdam from May 28 to June 15, to which the attention of Canadian exporters is directed. The exhibition will include flour of all kinds, bread, biscuits and confectionery; jams, bottled fruits and canned goods; machinery; ovens, stoves, refrigerators, etc. Although large quantities of Canadian wheat flour are imported into the Netherlands, not so much as might be expected is consumed here, and it is felt that if Dutch bakers could be shown the advantages of Canadian wheat flour and how its disadvantages could be overcome—the chief of which is its inability to rise as other flours under certain conditions—Dutch bakers would be expected to appreciate it more highly and a greater demand for Canadian flour result.

Catalogues and posters descriptive of the exhibition are on file at the Department of Trade and Commerce, Ottawa (file T/C-5-121).



## MARKET FOR TEXTILES IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

Milan, March 1, 1924.—Cotton piece goods are staples in the countries of North Africa. "Manchester" and cotton piece goods were virtually synonymous terms at Tunis, Algiers, Fez, and Tangiers before the war, and Great Britain had generally a long lead over all other competitors in this field. Since 1914, however, the trade pendulum has swung towards France, as with the incorporation of the Alsace and Lorraine cotton mills into her borders and with preferential tariffs, she has been making a strong effort to capture the major part of the cotton business. Italy, Spain, and Belgium have also participated in the trade. Hence there has been a greater division of the import market, although English piece goods still hold their own in Morocco, where there is an "open door."

That Great Britain is still so strongly entrenched in the Moroccan trade in the face of French exchange depreciation is an evidence of the hold of Manchester cotton piece goods in this area. With the exception of a few shipments of printed handkerchiefs, however, and light bleached calicos, very little business is being done at present between Manchester and Algeria, while Great Britain's predominance in Tunisia is also now far from what it formerly was.

*Greys.*—The cotton piece goods trade of Northern Africa is divided into four principal categories, viz. greys, bleached, dyed, and printed goods. The imports of unbleached goods or greys amounted in the aggregate to 3,310 tons, according to the latest statistics. Great Britain was foremost in the Moroccan trade, but on the other hand was left far behind France in both Tunisia and Algeria. The largest business in this category is done in long grey cotton cloth sized and finished. As imported, 100 metres of this material usually 80 cm. wide will generally weigh about 16 kilos. The greys are sold in pieces of 100 metres roughly. Algeria in a normal year will take approximately 100,000 pieces for its 5,000,000 inhabitants.

*Bleached and Dyed Goods.*—Bleached goods include cretonnes, long cloths, calicos, muslins, etc. The weights and widths vary considerably, but latterly the market has been demanding good qualities and well-finished products. Tunisia purchased 1,026 tons of bleached cotton goods in 1921, England, France, Italy, Belgium, and Malta being the principal supplying countries. Algeria took 720 tons, almost all of which came from France, whereas Moroccan imports for 1920 totalled 4,458 tons, of which England contributed 4,267 tons.

Dyed goods include the large amount of sateens sold in the North African market. These mercerized cotton cloths are imported in widths of 80 and 130 cm., and the well-finished article is mostly in demand. The current quality is 21/28 (French count), and the yarn numbers 28 for both warp and weft. Tunisia took 894 tons of dyed goods in 1921 from France, Great Britain, Italy, and Belgium in the order named; Algeria 2,630 tons, mostly from France; while Morocco in 1920 imported 1,238 tons, mostly from England and France. The United States is credited with 4 tons of these Moroccan imports.

*Prints.*—The trade in "prints" has much the same direction as that of the other cotton piece goods, though the volume of business is much smaller. Manchester prints have generally been supreme on account of the excellent quality and finish of the goods supplied. The French calico printers have endeavoured to obtain the English finish, but have not been successful. The designs are usually very simple in two or three colours, chiefly discharged work on red, blue, violet, or brown backgrounds. Dyes should also be fast. During and

after the war some difficulties were experienced in this connection. The weights vary from 10 to 13 kilos the 100 metres, according to the different qualities. The generally accepted width is 80 cm.

*Marks on Cotton Goods.*—One of the particular features of the cotton piece goods trade in Northern Africa is their sale under distinctive trade marks, stamped on the goods themselves. The Moroccan marks, which are also duplicated in many cases throughout Tunisia and Algeria, may be taken as representative, and include pictures of such simple objects as a horseshoe and a hand, a sail-boat, a fish, a pick, a holy-water sprinkler, a minaret, two pigeons, etc. The writer was authoritatively informed that the mark was often of more importance in making sales than the actual quality of the cotton piece goods themselves.

*Suggestions for Developing Trade.*—In endeavouring to cater to this North African market in cotton textiles, the following suggestions were made by importers:—

(1) As a general rule the cotton shirtings and sheetings should be stiffly finished and have a bright glossy appearance.

(2) An organization to distribute cotton piece goods from central depots in the principal cities would have to be built up.

(3) A certain amount of credit, varying as a rule from three to four months, could advisably be extended to first-class and long-established importers.

*The Woollen Textile Trade.*—Tailoring establishments in the larger cities make up annually quite a few men's suits from woollen cloths, which suitings are also stocked in the big departmental stores. The best woollen piece goods are imported from Bradford, although France, Spain, and Italy also supply certain parcels used in connection with the European trade. The Arabs and Moors, on the other hand, besides having their own wool and making their own garments, buy a considerable amount of woollen textiles, especially broadcloths, for making up the *kaftan* or the long outer garment worn by the natives. Before the war Austria and Germany controlled this North African trade. The advantages their production enjoyed over English cloths lay in the excellent finish and in the variety of the colours offered, together with their brilliance and permanency, and that too in spite of the cheapness with which the goods were sold. The quality of the *melfs* or broadcloths was recognized to be inferior to that of English manufacture, but won out because of the features already mentioned, because the prices were more within the reach of the native buyers, and because the wrapping of the pieces in glazed white cotton cloth tied with red tapes appealed to the native trader who did not appreciate the English packing system of only wrapping each piece in paper. It was claimed that by the former way the goods were shown to better advantage and were prevented from getting soiled. France, Spain, and Italy have tried latterly to capture this North African *melf* trade, and France especially is doing well at present. The native woollen cloth trade in Northern Africa is even more important than that of the European, and the demand comes some time or another from the majority of the spending natives. The colours of these *kaftans* run usually in the blue or brown shades, and widths of approximately 62 inches are considered most acceptable as they enable the native to economize cloth and to prevent waste in cutting out. Some 120 tons of woollen piece goods were imported into Tunisia during 1921, 136 tons into Algeria, and 330 tons into Morocco during 1920. France, England, Spain, and Italy were the chief sources of supply of woollen piece goods.

*Flax, Hemp, and Jute Textiles.*—The principal uses of flax, hemp, and jute cloths in Northern Africa are for roofing native huts, for making tarpaulins, and for the manufacture of bags. Strong sacks are required for packing grain,



flour, olive oil seed, potatoes, phosphates, iron and zinc ore, etc., and though a very large number of new and second-hand sacks are imported annually, they are also made on the spot from imported raw material. Altogether Morocco purchased 78 tons of jute, hemp, flax, and similar textiles in 1920, France being in the lead, with Italy, Spain, and Great Britain also contributors. Algeria imported 630 tons in 1921, mostly from France, and Tunisia 214 tons from France, the United States, Belgium, and Great Britain. In 1921 Canada supplied nearly one ton of jute cloth to Algeria.

The imports of new jute sacks, however, were even more important and totalled some 1,890 tons in Tunisia during 1921, 2,860 tons in Algeria, and 1,031 tons in Morocco during 1920. France, Belgium, Spain, Great Britain, and the United States were the chief sources of supplies. Except in the case of Morocco, the imports of second-hand sacks are not included in the statistics just given, the imports of which amounted to 491 tons in Tunisia and 3,768 tons in Algeria during the given year.

*Conclusion.*—The most appreciable textile opportunities in the North African market for Canadian firms at present lie in the jute and hemp trade of these three countries. The cotton and woollen piece goods market is perhaps over-exploited and too specialized at present to expect early results from a Canadian effort, and exchange now strongly favours France rather than England, whence the textile business in Northern Africa used largely to emanate. In the canvas trade, moreover, account should not be left out of the openings for jute bags in each of the countries, while ready-made tents in the larger sizes, even if not now a factor of importance in the everyday life of the natives, might eventually become so, were sufficient interest shown in this potential market.

## TRADE OF GERMANY DURING 1923

TRADE COMMISSIONER L. D. WILGRESS

### I

Hamburg, February 27, 1924.—The statistics of German foreign trade during the year 1923, which have recently been made public, are somewhat prejudiced by the events following the occupation of the Ruhr. In particular the displacement of German officials in some areas led to a considerable volume of trade not being included in the statistics. Nevertheless, the figures published are of great interest as indicating some of the present tendencies of German trade. In the following review special attention will be paid to those branches of the foreign trade of Germany, which are of interest to Canada.

### TRADE BALANCE

The value of the imports and exports during 1923 are shown in the following table arranged according to leading classes of commodities:—

	Imports Gold Marks	Exports Gold Marks
Living animals . . . . .	32,542,000	3,122,000
Food and drink . . . . .	1,203,725,000	131,367,000
Raw materials . . . . .	3,106,878,000	367,499,000
Half finished goods . . . . .	806,016,000	362,670,000
Finished goods . . . . .	920,391,000	5,199,731,000
Gold and silver bars and coins . . . . .	11,839,000	14,765,000
Total . . . . .	6,081,391,000	6,079,154,000

It is seen from the above table that exports very nearly balance imports in value. This is a rather unexpected showing and when the foreign investments in German stocks, currency and real estate are taken into consideration, the actual together with the apparent balance of trade should be favourable

to Germany. The above figures are largely estimates, especially in the case of imports which are based on the figures for weight and average prices, while on account of the situation in the Ruhr the returns are far from complete.

#### SMALL TRADE TURNOVER

On the basis of the above table for the trade of Germany during 1923 imports have a value of \$1,447,900,000 and exports of \$1,447,400,000, or a total trade turnover amounting to \$2,895,300,000. This latter figure should be compared with the trade turnover of Canada for 1923 amounting to \$1,918,264,789, although the Dominion has a population less than one-seventh than that of Germany. Notwithstanding the increase in prices since 1913, the above total value of imports is only 54 per cent and that of exports only 59½ per cent the corresponding totals for the year 1913. Based on the average prices ruling in 1913 the total imports in 1923 would work out at 43 per cent and exports at 52½ per cent the pre-war figures. These calculations, although necessarily inexact and based on incomplete returns, serve to indicate the extent to which Germany must progress before recovering her former prosperity.

#### IMPORT TRADE

The Annual Report of the Hamburg Chamber of Commerce for the year 1923 in a review of the import trade states the following:—

“The declining consuming capacity of the German market became still more pronounced during the course of the year. Owing to the shrinkage of capital the import trade as well as German industry became partly dependent upon foreign credits. The chief imports were raw materials such as English coal, metals, yarns, hides, food and feeding stuffs. In the grain trade wheat could only be purchased in limited quantities, and rye was chiefly imported, Russia again becoming a source of supply. There was a very considerable importation of North and South American packing house products, generally on consignment. For this form of business the degree of confidence in German political stability is most important, especially as the number of German importers who can buy for their own account has been decreasing due to the shrinkage of capital.

“With regard to the transit and entrepot trades, the flow of goods to North European countries through the Hamburg free port decreased considerably in the second half of the year.

“The demand from the interior of Germany was chiefly influenced by the currency factor, but the tendency showed that the consumer confined himself increasingly to the purchase of only immediate necessities.”

#### IMPORTS OF FOODSTUFFS

Of most interest to Canada is that part of the trade statistics, which gives the figures for the imports of food products into Germany. Although the agricultural production per capita is less in Germany than before the war on account of loss of territory and other reasons, the import of food products is not greater. In an article published in the *Deutsche Allgemeine Zeitung* it is pointed out that, after deducting the figures for barley, oats, corn and other animal fodder, the excess of the imports of food and drink over the exports of these commodities amounted in 1923 to about 75 per cent of that of 1913. This result has, however, been attained by a falling off in the importation of the less essential foodstuffs, while such necessities as bread grains, milled products, meat and fats are imported in much larger quantities. Thus bread grains and flour accounted for one-quarter of the net import of food and drink in 1923 as against 11 per cent in 1913. The total quantity of wheat, rye and flour imported in 1923 was about double the net pre-war import. There was also



a difference in the relative proportions of wheat and rye imported. In 1923 the import of rye was nearly double that of wheat, whereas in the previous year the rye import was less than half that of wheat and before the war less than a seventh. While before the war Germany imported a much larger quantity of wheat, there is now a considerably larger import of rye and wheat flour.

Similarly in the case of meat and fats the value of the total import of 1923 was about 38 per cent greater than in 1913, but on the other hand the import of dairy products and eggs had a total value only 6 per cent of that of the pre-war year. Moreover, before the war large quantities of fresh meat were imported from neighbouring countries, whereas now the meat import chiefly consists of frozen beef from the Argentine and pork, bacon and lard from the United States.

While there is a larger import of meat than before the war, the imports of animal fodder show a great decrease due to the decline in the German live stock industry.

#### SOURCES OF SUPPLY FOR IMPORTED FOODSTUFFS

Unfortunately, Canada is only rarely given in the import statistics as a separate source of supply, imports from the Dominion being included in the case of most items under the heading "other countries." However, where Canada is credited as the origin of imports, it is seen that Canadian exporters have generally secured their fair share of the trade with the German market. It is probable also that part of the Canadian exports to Germany, which are shipped from United States ports, are credited to that country in the German trade returns.

*Grain.*—Out of a total import of 949,140 metric tons of rye in 1923, the United States supplied 592,436 tons and Russia 302,033 tons. The Argentine shipped 15,899 tons and Canada was fourth with 9,426 tons. This is a falling off in the Canadian supply of rye as compared with the previous year, when Canada shipped 39,771 tons out of a total import of 539,593 tons and was second only to the United States.

Germany imported only 474,774 metric tons of wheat in 1923 as compared with 1,392,574 tons in the previous year, and supplies credited to Canada decreased from 63,839 tons in 1922 to 6,080 tons. The United States was the largest source of supply in 1923 with 246,824 tons, and the Argentine second with 189,077 tons. South Russia shipped 3,934 tons.

Total imports of barley in 1923 were 313,941 tons against 267,016 tons in the previous year. Roumania, Russia, the United States, Czecho-Slovakia, and the Argentine were the chief shippers. Canadian supplies amounted to only 202 tons as against 1,375 tons in 1922.

Of oats Germany imported 33,144 tons as against 90,566 tons in 1922. No supplies from Canada are shown. The imports of corn amounted to 253,367 tons as compared with 1,035,416 tons in the previous year. Canada is given as supplying 1,882 tons as against 61,728 tons in 1922. The United States and the Argentine supplied the bulk of the corn imported in 1923.

*Flour.*—The imports of wheat flour into Germany from leading sources of supply in 1923 as compared with the previous year are shown in the following table:—

Country of Origin	1922 Metric Tons	1923 Metric Tons
United States . . . . .	9,474	88,272
<b>France</b> . . . . .	3,739	16,331
Holland . . . . .	3,190	12,786
Alsace-Lorraine . . . . .	2,575	7,338
Canada . . . . .	80	5,613
Argentine . . . . .	1,143	3,564
Hungary . . . . .	613	1,001
Other countries . . . . .	1,904	13,345
Total imports . . . . .	<u>22,718</u>	<u>148,250</u>

As Canadian flour is becoming increasingly popular in the German market, it would appear probable that a part of the shipments of Canadian flour received during 1923 have been credited to the United States in the trade returns.

Imports of rye flour brought into Germany in 1923 amounted to 8,217 tons as against 633 tons in the previous year. Imports of oat and barley meal amounted to 2,404 tons, of which 1,968 tons came from the United States.

It is thus seen from the above review of grain and flour imports that while Canada supplied considerably less grain in 1923 than in the previous year, the shipments of Canadian flour were much larger.

*Meat and Fats.*—The following table compares the chief importations into Germany of meat and fats in 1922 and 1923, and it will be seen that the quantities imported in the latter year were much greater:—

	1922 Metric Tons	1923 Metric Tons
Beef .. . . .	29,609	51,745
Pork .. . . .	18,523	25,189
Ham .. . . .	607	225
Bacon .. . . .	25,820	39,470
Mutton .. . . .	1,326	1,268
Lard .. . . .	65,375	125,103
Oleomargarine .. . . .	12,990	6,998
Premier Jus .. . . .	7,572	11,169
Tallow .. . . .	31,286	34,422
Sausage Casings .. . . .	22,806	18,073

Of the beef imported in 1923 the bulk (45,436 tons) consisted of frozen beef, of which the Argentine supplied 29,833 tons. Of the pork imported, the largest quantity (16,675 tons) was classified under the heading "simply prepared." Denmark supplied 7,891 tons and the United States 7,361 tons. Canada is credited with 92 tons as against 115 tons in the previous year. The United States supplied 158 tons of the total ham import, 37,589 tons of the bacon, 110,184 tons of the lard, and 5,704 tons of the oleomargarine imported in 1923. The Argentine, on the other hand, was the largest source of supply for Premier Jus with 5,382 tons and for tallow with 15,760 tons. Sausage casings were imported from many countries, but Denmark, the United States, and the Argentine were the chief sources of supply. The import of sausage casings from Canada in 1923 is given at 86 tons as against 164 tons in 1922.

*Other Foodstuffs.*—In 1923 Germany imported a comparatively small quantity of raw and refined sugar. The import of raw sugar amounted to only 3,346 tons as against 71,991 tons in the previous year and that of refined granulated to 1,256 tons as against 86,524 tons in 1922. Canada shipped no sugar as compared with 1,260 tons of raw sugar and 1,010 tons of refined sugar in 1922.

The total imports of cheese into Germany in 1923 amounted to 11,308 tons as against 23,580 tons in 1922. Holland (6,554 tons), Denmark (3,254 tons), and Switzerland (527 tons) were the principal sources of supply. Imports of condensed and evaporated milk are not shown clearly in the trade returns, being included with other items, but it would appear that the United States supplied the largest quantity, followed by Denmark, Switzerland, and Holland, and that over half of the import in 1923 took place during the last three months of the year.

An import of 32,988 tons of fresh apples is shown in the trade returns for 1923 as against 1,813 tons in 1922. Here again the largest importation occurred during the last quarter of the year, when over 30,000 tons were imported. Italy (22,466 tons) and Holland (5,257 tons) are the only sources of supply given. The import of dried and evaporated apples in 1923 amounted to 4,320 tons, of which 3,219 tons came from the United States. In 1922 the total import was 3,061 tons.



In 1923, Germany imported 56,026 tons of linseed, the bulk of which came from the Argentine. The import of red clover seed amounted to 5,333 tons; of lucerne seed to 1,271 tons; and of white clover seed to 2,121 tons.

The importation of bran and other mill offals in 1923 amounted to 23,305 tons as compared with 129,916 tons in 1922. The United States, Czecho-Slovakia, Hungary, Brazil, and Argentina were the most important sources of supply. Imports of fish meal for fodder purposes in 1923 are given at 6,303 tons, Norway supplying the bulk, followed by Great Britain.

Canned salmon and lobsters are not shown separately in the trade returns from other preserved fish, but an import of salted salmon (including mild cured) is given, amounting in 1923 to 479 tons and in 1922 to 631 tons. The United States supplied all but 5-6 tons in the former year.

## TRADE OF THE NETHERLANDS DURING 1923

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, February 23, 1924.—Recently issued statistics of the foreign trade of the Netherlands for 1923 reflect the general improvement in conditions which obtained throughout the year, and which became evident more and more as the months passed.

Imports during 1923 were slightly less than during the preceding year, both as to weight and as to value, but the export trade of the country expanded considerably although, as the following table shows, the increase in value was not proportionate to the increase in quantity:—

	Imports		Exports	
	Kg.	Gld.	Kg.	Gld.
	000,000's omitted		000,000's omitted	
1923 .. . . .	19,346	2,024	8,698	1,315
1922 .. . . .	19,480	2,027	6,908	1,221

*Trade by Main Groups.*—Dutch trade statistics are massed into three divisions: one division of the statistics deals with each commodity by itself; a second classification divides all exports into fifteen groups according to "origin"; and the third section classifies all articles according to "purpose" and stage of manufacture, and separates them into six divisions.

An examination of the tables classifying the goods according to origin shows that the trade in animal and animal products increased slightly, both as regards imports and exports. There was very little change recorded in the trade in vegetable products, although a slight decline took place in the exports of this group. In the mineral and metal group imports remained practically stationary, a slight decline only being recorded. However, an increase of about 25 per cent occurred in the exports of these products. With the exception of the value of timber exports and of exports of carriages, increases in both exports and imports, value and quantity, are recorded in the flour, chemical, oil, timber, leather, paper, foodstuffs, and conveyance groups. In the textile, earthenware and glass groups there were increases in exports during the year, while the imports of these commodities declined both as to quantity and value.

*Trade by Countries.*—Imports from both France and Belgium have increased; from France alone an increase in imports of nearly 100 per cent by weight is recorded. Increases in export trade with these countries have paralleled the changes in import trade.

Holland's imports from Great Britain declined slightly both in weight and value, while the exports to Great Britain increased over 26 per cent in quantity and over 18 per cent in value. Imports from the United States remained about

the same in quantity and declined slightly in value. On the other hand, while exports to the United States increased in quantity by 75 per cent, the value was only 90 per cent of that in 1922. Imports from Germany declined one-sixth in value and nearly one-fourth in quantity. Exports decreased about 6 per cent in quantity, but increased in value over 12 per cent.

## REPRESENTATION IN JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

*Import Houses.*—The European import houses in the Netherlands East Indies are either general or technical. There are excellent Dutch merchants in Java, which as a market is far larger and more important than the other islands in the Archipelago. In placing a sole agency with a well-established general or technical importing Dutch merchant on a commission basis, the heavy charges incidental to distribution in this territory must be kept in mind. It costs more to break into a foreign area than a domestic. Canadian manufacturers must be sure that they have an importer with the power of judicious distribution and they must be prepared to pay for his goodwill and influence. Badly got up catalogues with no Java port c.i.f. prices are so much waste paper. On the other hand, an import house with no established connections is useless. In catering for distant markets, the manufacturer must inevitably await a long time to realize cash on his goods, and show a willingness to adapt lines to local requirements and even prejudices, at the request of the import house. Therefore the greatest care is needed in the selection of an import house, and this should only be arranged after a personal visit to Java has been made on behalf of the exporting firm.

*Commission Agents.*—While there are probably somewhere over two hundred import houses of ability in the Netherlands East Indies, there are practically no commission agents working purely on a commission basis. Unless under exceptional circumstances and for certain lines, it is not desirable to waste time in searching for such a local commission agent. The main channel is the import house.

*Travelling Salesmen.*—On account of its cheapness, the method of sending a combination travelling representative from a selected group of manufacturers is often preferred, and on the ground of expense may be initially recommended as against that of the exclusive travelling salesman.

*Exclusive Travelling Salesman.*—The ideal representative has probably never been blended in one individual. The buyers in the East can "place" a representative very quickly. Good breeding, tact, frankness and courtesy are essential. No representative on his first visit will do much more than scratch the market's surface. He should be well posted on his line and have selling ability. Caution in gauging people's statements and care in checking and confirming these are as necessary as ingratiating himself with his Dutch buyers.

*Preparing for the Trip.*—To properly represent his house, before he leaves Canada the traveller must have: (1) price lists with c.i.f. prices Java head ports in Dutch currency; (2) a cable code covering every item; (3) a well-planned itinerary; (4) a letter of credit at least \$100 per week on landing; (5) a knowledge of local fete days, which will be idle days for interviewing; (6) lists of customers and prospects; (7) stationery, including spare price lists, order blanks, advertising matter, catalogues, and customers' report blanks, an expense book, and a diary or log book; (8) he must be able to state proposed method of routing goods, their sizes, shipping weights, discounts and terms; (9) he



should have some idea of the firms and men he is going to meet; (10) he should have studied the geography of the area, know its principal ports and distribution centres, and where metric weights are wanted he should not quote in hundredweights: where the pikul is in use it is a sign of carelessness to quote in short tons. He should look up what the local customs will make him pay for the admission of his samples and know their regulations.

The best way to garner much of this information is to apply long before the trip is contemplated to the Canadian Trade Commissioner for the area. From him he can obtain a list of prospects and suggestions regarding routing goods and possibly the names of some of the leading men in firms he wishes to visit; an itinerary in outline with names of hotels, etc., which will save him endless bother; and (on arrival) something of the ever-changing demands and opportunities of the market. Indeed, if he proposes to represent a number of products he should obtain before leaving Canada a list of likely lines which might be profitably introduced.

The following suggestions to commercial travellers visiting Java may prove of use: Most large general and even special importers have three offices as a rule under local managers for East, Central, and West Java, at Sourabaya, Semarang, and Batavia, and their needs may differ. Each office should be visited.

No commercial representative will make a success of his voyage to the Netherlands East Indies without patience in this essentially tropical area. The business day is short. No salesman who knows his business can move from town to town on express trains, see prospects at any hour and turn in daily orders. And it should be remembered that here sales are made on the personality of the representative and not on the reputation of the house he represents. Time has not the great commercial value it possesses in northern climes. Commercial travellers from all over the world visit Java and offer the world's best, and advantageous terms are essential in so highly competitive a market. Price is a most important factor. The transient commercial representative cannot always be expected to know Malay, but he can learn a good deal of the local native customs and habits by visiting the markets or "pasars."

*Combination Salesman.*—An attractive idea for Canadian manufacturers owing to reduction of costs (and the costs of a good salesman will always be heavy) is the combination salesman, who represents as a rule a number of non-conflicting lines, the manufacturers of which share his expenses. It is his object not only to sell lines that are easily marketed, but to do justice to every one of his manufacturers as far as possible. There are certain Canadian goods to-day, for example, that will not sell in Java because they are either not wanted or too high priced. To bring these in his trunks to Java is a waste of time and money. A wise choice of lines therefore should be first made with the assistance of the Canadian Trade Commissioner at Singapore so that only possible sellers are brought into the market of Java. On the first trip, about fifteen to twenty possible lines might be carried to test out the market. Reports regarding the credit standing of his customers should be insisted upon.

*Combination Agent.*—Even more satisfactory than the combination travelling salesman is the combination agent—that is, an agent permanently located in Java carrying samples or stocks of various lines in a show room. In Shanghai, Canada has a samples salesroom of this type. Some months ago the Federation of British Industries called the attention of its members to the possibilities for certain lines of English goods in the Netherlands East Indies. Among these English lines were included portable forges, oil engines, small elec-

tric lighting sets, water pumps, etc. A scheme was promoted for co-operative representation, and quite recently some twenty English firms became so represented by a combination agent at Bandoeng. Whether this particular scheme will be a success or not must depend on three factors mainly: (a) suitable lines only being carried in which England has an advantage; (b) location of office; and (c) personnel. The idea would seem worthy of consideration.

Another type of this representation is the local depot. By this is meant a depot in Java with stocks of a manufacturer or manufacturers' goods which are in steady demand, in charge of a Canadian manager. This man is necessarily in touch with local conditions and does not compete with the merchants. Rather he aids them in selling the lines he stocks by visiting with their salesmen the Chinese retailers and lending them his expert knowledge in his lines. He makes trade friends and connections and visits merchants. This method is being used by a few English houses whose goods are in universal demand. For Canada at the present juncture, however, the samples method more than the depot stock method is wanted.

*Opportunities through Holland.*—Most of the local Dutch houses of any size possess buying houses or branches in Holland, and Canadian salesmen and manufacturers when visiting Europe should not hesitate to avail themselves of such an opportunity of linking up with the Dutch concerns. A list of these is available in the Department of Trade and Commerce, Ottawa. Much of the European business with the Netherlands East Indies is thus conducted. Agencies in the Netherlands East Indies for certain lines such as machinery are arranged in this way, while other lines are bought in Holland on the Dutch open market on a competitive basis from different manufacturers for shipment to the branches in Java.

#### SAMPLES, ETC.

Travellers must pay a deposit of 12 to 15 per cent on invoice value of samples. To avoid trouble, sample selling should be avoided. Invoice duty paid on samples sent by parcel post will not be refunded. The deposit on travellers' trunks is returned on leaving. If the traveller leaves by another port than that of his port of entry, he should so inform the customs on arrival in order that the necessary forms for repaying his deposit at port of exit may be on hand. To avoid mishaps, travellers must insist on speaking to a Dutch official of recognized standing. An invoice for the contents of every case should be carried.

If a return or circular ticket is not taken, a head tax deposit is required, which on leaving is refunded. Passports are necessary.

#### CUSTOMS REGULATIONS OF SYRIA

Mr. H. E. Satow, British Consul General at Beyrout, has forwarded the Department of Trade and Commerce some information furnished by the Inspector General of Customs in Syria and the Lebanon, respecting shipping documents required for goods arriving from Canada. While the Customs does not demand original invoices, it is desirable to present such invoices, as a recent Decree, No. 2390, imposes fairly heavy penalties in the case of false declarations. A declaration is considered false if, as regards weight or number, it exceeds one-tenth of the weight or number declared and, as regards value, if it exceeds one-fifth of the value declared. The usual procedure is for goods to be assessed for duty (except in the case of goods figuring in the special Customs Valuation Tariff) on a declaration given by the importer. The value is supposed to be the local wholesale market value on the day goods enter the customs less 15 per cent. Original invoices certified by a French consul at their place of origin would be useful for the local importer in support of his declaration.



The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 24, 1924. Those for the week ending March 17, 1924, are also given for the sake of comparison.

			Week ending March. 17, 1924.	Week ending Mar. 24, 1924.
	Parity			
Britain .. . . .	£	1.00	\$4.4296	\$4.4097
France .. . . .	Fr.	1.	.05127	.0552
Italy .. . . .	Lire.	1.	.04403	.0444
Holland .. . . .	Florin.	1.	.3828	.3786
Belgium .. . . .	Fr.	1.	.0424	.0439
Spain .. . . .	Pes.	1.	.1304	.1335
Portugal .. . . .	Esc.	1.	.0428	.0334
Switzerland .. . . .	Fr.	1.	.1786	.1770
Germany .. . . .	Mk.	1.	.....	.....
Greece .. . . .	Dr.	1.	.0180	.0181
Norway .. . . .	Kr.	1.	.1401	.1393
Sweden .. . . .	Kr.	1.	.2725	.2720
Denmark .. . . .	Kr.	1.	.....	.1613
Japan .. . . .	Yen	1.	.4419	.4418
India .. . . .	R.	1.	.3127	.3095
United States .. . . .	\$	1.	1.0375	1.0275
Mexico .. . . .	\$	1.	.4974	.4957
Argentina .. . . .	Pes.	1.	.3470	.3467
Brazil .. . . .	Mil.	1.	.1162	.1207
Roumania .. . . .	Lei	1.	.....	.....
Jamaica .. . . .	£	1.	4.4424	4.4233
British Guiana .. . . .	\$	1.		
Barbados .. . . .	\$	1.		
Trinidad .. . . .	\$	1.		
Dominica .. . . .	\$	1.		
Grenada .. . . .	\$	1.		
St. Kitts .. . . .	\$	1.		
St. Lucia .. . . .	\$	1.		
St. Vincent .. . . .	\$	1.		
Tobago .. . . .	\$	1.		
Shanghai, China .. . . .	Tael	1.	.5228	.7308
Batavia, Java .. . . .	Guilder	1.	.3747	.3750
Singapore, Straits Settlements .. . . .	\$	1.	.5194	.5163

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

422. WHEAT FLOUR.—A Christiania firm wish to secure agency in wheat flour for a first-class Canadian mill.

423. GRAIN.—A Christiania firm desire to get in touch with a first-class Canadian grain exporter with a view to representation.

424. FROZEN SALMON.—A Liverpool firm ask for quotations on 5,000 to 10,000 pounds of the above.

425. SALMON.—Canadian firms are requested to communicate with a Port Elizabeth firm.

426. CANNED SALMON; CONDENSED MILK.—Canadian exporters of canned salmon and condensed milk are requested to communicate with a Cape Town firm.

427. An Argentine importer wishes to receive quotations from Canadian exporters of food products.

428. LARD.—A firm of Glasgow agents, with good connections in Scotland and the North of England, would like to act as agents for a Canadian firm desiring to export lard.

429. BACON.—A firm in Hamburg established since 1880 wish to represent a reliable Canadian packing house in a position to ship bacon to the Hamburg market.

430. MILK POWDER.—A Glasgow firm of agents, with good connection throughout Scotland and the North of England, desire to be appointed agents for a Canadian firm exporting milk powder.

431. APRICOT PULP.—A Glasgow firm of agents, with good connection in Scotland and North of England, would like to get in touch with Canadian exporters of apricot pulp.

432. DRIED FRUITS.—A firm in the Rhineland, Germany, wish to receive offers from Canadian exporters of dried and evaporated apples and other fruits.

### Miscellaneous

433. PASTRY BOARDS.—A London firm of manufacturers' agents report that they could handle a line of Canadian pastry boards provided that prices are competitive, and in this connection would be glad to receive samples and quotations (c.i.f. London) from Canadian manufacturers.

434. BUILDING MATERIAL.—An Argentine importer wishes to receive quotations and catalogues from Canadian manufacturers of building materials, including lumber.

435. PITCH PINE CROSS ARMS.—A South African firm wish to receive quotations for pitch pine cross arms for telephone poles.

436. WOODEN WARE.—A firm in Bremen, Germany, wish to receive offers from Canadian exporters of broom handles, clothes pegs (dolly pattern), and woodenware of any description for shipment to the British market.

437. NON-FERROUS METAL SCRAP.—An important London firm of scrap importers would be glad to receive offers from Canadian shippers of non-ferrous metal scrap, including brass, copper, gunmetal, aluminum, white metals, etc. Usual terms cash against documents.

438. HORSE SHOE NAILS.—An Argentine importer wishes to receive catalogues from Canadian manufacturers of horse shoe nails.

439. A Johannesburg firm wish to hear from Canadian exporters of twine, horse shoes, nails (horse shoe), upholstering leather (furniture, motor-car), cart and carriage material such as spokes, hubs, rims, bows, shafts, poles, bars, etc.

440. FENCING MATERIAL, ETC.—A South African firm wish to hear from Canadian exporters of fencing material, wire, nails, textiles, and sewing machines.

441. FOODSTUFFS; HARDWARE.—A Johannesburg firm are interested in the import of food-stuffs and hardware.

442. LEATHER.—Canadian exporters of patent leather (colt and cow) and of all leathers are requested to correspond with a Port Elizabeth, South Africa, firm.

443. COTTONADES.—A Johannesburg firm wish to hear from Canadian exporters of cottonades.

444. MACHINERY.—An Argentine importer wishes to receive catalogues and price lists from Canadian manufacturers of road-building machinery, upright boilers, oil and other engines.

445. PHARMACEUTICAL PRODUCTS.—An Argentine importer wishes to receive catalogues and price lists from Canadian manufacturers of pharmaceutical products of all kinds, including sanitary disinfectants and kindred lavatory equipment such as spray pumps, etc.

446. HEAVY CHEMICALS.—An Argentine importer wishes to receive quotations from Canadian manufacturers of heavy chemicals, including caustic soda.

447. PHOTOGRAPHIC SUPPLIES.—An Argentine importer wishes to receive catalogues and price lists from Canadian manufacturers of photographic supplies.

448. HOUSEHOLD GOODS.—An Argentine importer wishes to receive catalogues and price lists from Canadian manufacturers of labour-saving household utility machines, including office water filters and coolers.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation. (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report re Mail Subsidies and Steamship Subvention. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (c)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Over-seas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru: Its Development and Commercial Opportunities (1923.) (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with China and Japan (1914). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.  
Census of Prairie Provinces (1916).  
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).  
Year Book of Canada.  
Report of the Dominion Statistician, Annual.  
Trade of Canada (Imports and Exports), Annual and Monthly.  
Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

- E. L. McColl, Reconquista No. 46, Buenos Aires, *Cable Address, Canadian.*

#### Australia

- D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

#### Belgium

- A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

#### Brazil

- P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

- E. H. S. Flood, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

#### China

- J. W. Ross. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

- B. S. Webb, Raadhuspladsen 45, Copenhagen. *Cable Address, Canadian.* (Territory covers Denmark, Norway, Sweden and Finland.)

#### France

- Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

#### Germany

- L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

#### Holland

- F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

#### India and Ceylon

- H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

#### Italy

- W. McL. Clarke, Via Carlo Cattaneo 2, Milan. *Cable Address, Canadian.*

#### Jamaica

- James Cormack, 17 Port Royal street, Kingston. (Territory covers Jamaica, Cuba, and the other countries bordering on the Caribbean sea.) *Cable Address, Cantracom.*

#### Japan

- A. E. Bryan, Address for letters, P.O. Box 230; office, 504 Osaka Shosen Kaisha Building, Kobe. *Cable Address, Canadian.*

#### Mexico

- C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

#### New Zealand

- W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

#### South Africa

- P.O. Box 683; office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

- A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

#### United Kingdom

- Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

- J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

- J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

- Douglas S. Cole, Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

- Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Ireland.) *Cable Address, Cantracom.*

#### United States

- Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

- B. Millin, The Royal Exchange Building, Sydney, N.S.W.,

#### British West Indies

- T. Geddes Grant, 911 Broadway, Port of Spain, Trinidad.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

- Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

- Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

#### United States

- Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.



# Commercial Intelligence Journal

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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## TRADE COMMISSIONER D. H. ROSS'S VISIT TO CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, is expected to arrive at Vancouver about the 9th of April, and will make a tour of the Dominion in the furtherance of Canadian export trade to the Commonwealth. Canadian firms who wish to interview or to be brought into touch with Mr. Ross are invited to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

## MARKET FOR HORSES IN HOLLAND

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, March 18, 1924.—Holland is noted for its numerous small farms, nearly 50 per cent of which are only one-man size. Naturally then the number of mechanically propelled agricultural equipment in use is practically negligible, while on the other hand a constant demand exists for working horses, and in certain sections of Holland much attention is given to horse breeding.

During the war, and immediately after the Armistice, the horse trade of the Netherlands was in a most flourishing condition, but so disastrous was the effect of the world-wide *malaise* on the markets of the Dutch horse breeders that a ruthless policy of foal killing was instituted. The effects of this attempt to ameliorate the situation was such that at present a good demand exists for horses, not only in Holland but in surrounding and nearby countries, whose traders watch the Netherlands as a possible source of supply.

*Type of Horse Desired.*—Generally speaking, only horses of the Belgian type can with readiness be disposed of, while the hairy-legged Shire breeds of horses do not seem to be regarded with favour in this market. The preference is for a heavy, stocky, solid-looking animal from four to seven years old.

*Dutch Veterinary Restrictions.*—All horses imported into Holland must be accompanied by a certificate of health signed by a competent authority in the country of origin. After the arrival of the animals in the Netherlands they are required to enter quarantine, to receive an inoculation and then be passed as being healthy by a Dutch veterinary surgeon before they can be released for sale.

*Present Prices.*—Good working horses are at present selling in Holland for from 375 to 600 guilders (from \$150 to \$240 approximately), and the tendency is towards rising prices, owing to a better demand in the hinterland. Recently Dutch dealers were granted permission by the German Government to send to Germany 3,000 horses. During the past week over 100 horses have arrived from the United Kingdom, the ports of shipment being London and Leith.

If it should be deemed desirable to try out this market, business at first will have to be done on a consignment basis, and in small lots of from 10 to 25 horses. If an arrangement can be effected with a commission firm, a straight commission of 10 guilders (\$2.50) per animal is usually charged, and all costs incurred up to time the horse is sold will be on account of the Canadian exporter.

A small trial shipment should enable the dealers to judge whether or not Canadian horses are suitable for this market, and on the measure of success attending this initial effort will be based the possibility of any further development of trade in this direction.

A list of Dutch horse dealers who have evinced an interest in the importation of horses into the Netherlands is on file at the Department of Trade and Commerce, Ottawa.

## ECONOMIC CONDITIONS IN THE NETHERLANDS

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, March 18, 1924.—Economic conditions in the Netherlands continue to improve; but confidence in the immediate future is dependent chiefly on satisfactory settlements being made of two important strikes, those of textile and dock workers.

The usual seasonal demands for labour, particularly in building operations, should presently effect reductions in the number of unemployed.

Practically all the recently published returns of the earnings of the larger street railway companies show reduced incomes, and the decision of the Rotterdam company to decrease the number of motormen and conductors in their employment appears to indicate that reduction in traffic may be permanent. This decline in street railway earnings is due to the great increase in the use of motor buses, which, although only introduced into Holland during the past three years, are now well established and are seriously affecting the revenues of the electric traction companies. To such an extent is this competition increasing that one street railway company is organizing a bus system of its own, not necessarily to act as a "feeder" to its present facilities, but to compete with existing bus operators.

### FOREIGN TRADE

The Netherlands Central Bureau of Statistics report that during February Holland imported goods to the value of 186 million guilders, while exports were valued at 125 million guilders. The comparable figures for February, 1923, were 162 and 95 million guilders respectively for imports and exports.



## EXCHANGES

Dutch exchange during February reflected the stability of Dutch business conditions, and the rate for United States dollars during the month only fluctuated from 2.66 to 2.68½. The closing quotation on March 17 was 2.69¾, indicating that the foreign exchange situation in Holland has not been seriously influenced by the violent fluctuations which other European currencies experienced.

**MARKET CONDITIONS FOR HONEY IN GERMANY**

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, March 14, 1924.—A fairly considerable quantity of honey is imported into Germany from Chile, Guatemala and the West Indies. Formerly Californian honey was also imported and was very well liked on account of its fine flower flavour, but at present is not able to compete in price with honey from the sources mentioned. The Chilean suppliers have recently greatly improved the quality of their honey and it is shipped in a cleaner condition. Owing to its cheap price Chilean honey therefore accounts for the bulk of the total importations into Germany. The following table shows the quantities imported from leading sources during the last two years:—

	1922. Lbs.	1923. Lbs.
Chile.. . . .	351,120	216,280
Guatemala.. . . .	5,500	122,320
Haiti.. . . .	60,500	97,240
Other countries.. . . .	372,220	99,200
Total.. . . .	791,340	535,020

Importers were greatly interested in the possibility of securing supplies of honey from Canada. If Canadian honey approached Californian in quality and the price was in line, they believed business could be done. The ruling price at present for Chilean and West Indian honey is around 30 shillings per hundredweight (112 lbs.) or about 6 cents a pound c.i.f. Hamburg. Slightly higher prices could be paid for superior quality. Canadian exporters, should they be able to compete, are advised to submit small samples of their honey, together with prices, to the importing firms, the names and addresses of whom may be obtained by interested parties on application to the Department of Trade and Commerce, Ottawa.

The honey for the German market should be heavily boiled. Buckwheat and "flower" honey is preferred to clover honey. From Chile honey is imported packed in barrels of 75 kilogrammes (165 lbs.), while larger barrels are used from other countries ranging up to 400 kilogrammes (880 lbs.) from Haiti. From the United States and also from Guatemala the honey is mostly imported in cans, two 25-kilogramme (55 lbs.) cans being packed in a case. This it was stated would probably be the most suitable form of package for Canadian honey shipped to the German market. For duty purposes it is important that there should be a screwed-on cap to the can, as honey imported in a closed soldered can would be subject to a higher rate of duty. The customs duty on honey imported into Germany in the above-mentioned packages would be 40 marks (\$9.50) per 100 kilogrammes (220 lbs.).

Most of the honey imported into Germany is sold to honey dealers, who re-sell to confectioners or else repack the honey into small packages for retail sale. It is not thought that it would be possible to profitably import honey done up in small packages.

## THE LEIPZIG SPRING FAIR

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, March 10, 1924.—Judging from reports in the German press and the evidence of visitors, the Spring Fair at Leipzig, which was held this year from March 2 to 8, has been a great success. The fair happened to coincide with the revival of business and thus took place at an opportune time. The number of exhibitors was nearly 15,000 and exceeded all previous records, while over 150,000 visitors attended the fair. The large number of visitors may be taken as an indication of the desire of German manufacturers to secure orders. On the whole, it would appear that the amount of business done at the fair has been satisfactory, particularly in regard to the home trade. There were fewer buyers than usual from Great Britain, the United States and other western countries, and this affected the trade in such lines as porcelain, glassware, art leather goods, and toys. In most lines German prices were found too high compared with those quoted for goods of competing countries, so that export orders were placed largely on the basis of superior quality and the total amount of foreign buying was small in comparison with previous fairs.

The chief characteristic of this year's fair was therefore the buying for the home market and export trade was a relatively less important factor than usual. The stabilization of the currency has brought about a surprising increase in the purchasing power of the population. This was manifested by the greater demand for superior quality goods. There was a good demand for limited quantities of luxury articles for the domestic trade, while a large trade was done in household and kitchen requisites such as aluminium ware, furniture, curtains, lamps, etc., and particularly in clothing articles.

The shortage of working capital was indicated by the prominent part played by the credit factor in many trades. Thus in the textile trade payment in fourteen days was the longest period first offered, but later certain extensions were granted in order to attract business. On the whole there was a greater stability to prices and less undercutting than was the case during the inflation period.

New sections represented at the fair for the first time were the lace, radio, and brown-coal fairs. On the opening day the new textile fair building, with a total floor space of 53,821 square feet, was inaugurated.

A number of foreign countries participated at the fair by having exhibition buildings of their own. In most of these a large amount of business was transacted, which would have been very much more considerable if it were not for the import restrictions in force in Germany. In this connection the Labour Minister made a speech at the fair in which he suggested that the lack of free competition from abroad was a factor in the high prices ruling for German goods. He instanced certain textile lines in which the importation of best-quality goods from England was not permitted.

The Swiss exhibit was well attended throughout the fair, but although the prices of Swiss goods were less than German prices, the high duties and the import prohibitions hindered business on German account. The same may be said to have applied to the Czecho-Slovak and Austrian exhibits, but it is believed that considerable orders were placed for Czecho-Slovak textiles through the prices being cheaper than German quotations. Other foreign exhibits included a Hungarian building and a German-Roumanian fair house, the latter for the purpose of promoting the sale of German goods to the Roumanian market.



The following notes with regard to the business transacted in certain sections of the fair may be of interest:—

*Textiles.*—Business in the textile section was active throughout the fair for home account, but few foreign orders were taken. Most branches of the German textile industry are at present fully occupied. Owing to the long period of manufacture this industry suffers severely from the shortage of capital and the fixed charges are considerably greater than abroad. For this reason the prices quoted for the home market are about 30 per cent higher than those quoted for export. Reductions in price which had been anticipated by buyers took place in only a few lines, and in most cases goods were disposed of at the prices originally fixed. Many mills have orders for several months ahead. Thus the curtain manufacturers have sufficient work in hand to keep them occupied until the autumn. In cotton goods, owing to anticipated price reductions, goods were not sold in large lots, but there was a fair amount of orders for small quantities.

*Boots and Shoes.*—It was evident at the fair that the textile industry and the boot and shoe industry have been the first to experience the revival of business activity. Good business was done in boots and shoes for the home trade, and this particularly applied to certain of the better grades of goods. The tendency of prices was upward owing to increased leather prices.

*Leather Goods.*—Prices in this branch were reported to 50 per cent above pre-war. Inquiries were chiefly for specialties. Little business was done on foreign account and the absence of foreign buying was felt severely in the art leather section. On the whole the trade in leather goods was described as uniform.

*Porcelain.*—The porcelain industry was generally satisfied with the results of the fair. Owing to the stabilization of the currency, the home market is again able to take high-class goods and this has compensated to some extent for the falling off in export trade. Home prices were about 50 per cent above pre-war, and in general the prices quoted were above those on the world market. Foreign buyers were therefore not well represented.

*Glassware.*—Similar remarks may be said to apply to the trade at the Leipzig Fair in glassware as to that in porcelain.

*Toys.*—This section at the fair may be said to have been the least successful, owing to the absence of the usual orders from British and American buyers. Dolls, stuffed animals, and metal toys were only bought for export in limited quantities. Orders for wooden toys were better, although strong competition was experienced from Czecho-Slovakia. There were also complaints as to the effect of Japanese competition on the American toy market. On the whole, it may be said that only those toy firms catering to the home trade were satisfied with the business transacted at the fair.

*Art Metal Goods.*—Business in this branch was quiet, but certain foreign exhibitors did a good trade.

*Iron and Steel.*—In this section of the fair business was generally satisfactory, even though foreign buyers showed themselves somewhat reserved. The small ironware industry was very well represented at the fair and a much better business was done for home account than had been anticipated. Foreign customers, especially British and American buyers, were less willing to pay the prices asked. The quotations for Solingen and Remscheid cutlery and other ironware were about 50 per cent above pre-war. German buyers were compelled to restock and owing to the absence of price-cutting, which had been usual during previous years, they had to pay the prices quoted.

The *Hamburger Correspondent* concludes an article on the Leipzig Fair by pointing out that if this year's Spring Fair has clearly indicated the industrial situation and capabilities of German manufacturers, it has at the same time shown what problems remain to be solved, such as the necessity of improving the competitive ability of German industry by a simplification and cheapening of processes of production; by a reduction of the high freight charges, which owing to the shortage of raw material are in most cases doubly borne by the manufacturer; and by a reduction of the high taxes and fixed charges.

## TRADE OF GERMANY IN 1923

TRADE COMMISSIONER L. D. WILGRESS

### II

#### Imports of Raw Materials

The total imports of raw products into Germany in 1923 were 36,774,691 tons as compared with 34,213,174 tons in 1922, while the import of half manufactured goods came to 4,478,892 tons as against 4,661,855 tons in 1922.

The increased import of raw products in 1923 is accounted for by the large receipts of English coal as a consequence of the Ruhr occupation. The total coal import amounted to 25,212,400 tons or double the quantity imported in the previous year, which amounted to 12,598,397 tons. Receipts of British coal increased from 7,793,888 tons in 1922 to 15,419,290 tons. Similarly the imports of British coke came to 1,139,190 tons out of a total import of 1,503,452 tons as compared with a total import of 288,765 tons in 1922.

On the other hand, there was a great falling off in the imports of iron ore from 11,013,733 tons in 1922 to 2,377,048 tons in 1923. Canada is shown as supplying 81,515 tons in the latter year as against 242,822 tons in 1922, but the bulk of the import came from Sweden and Spain.

The following table shows the total imports of certain minerals of interest to Canada in the last two years:—

	1922 Metric Tons	1923 Metric Tons
Asbestos .. . . .	8,517	5,650
Nickel ore .. . . .	310	179
Raw nickel, refined .. . . .	2,623	1,398
Copper ore .. . . .	131,620	49,058
Raw copper .. . . .	127,930	83,501
Graphite .. . . .	17,343	13,861
Mica, raw .. . . .	708	582
Molybdenum and other miscellaneous ores .. . . .	988	789
Feldspar .. . . .	30,027	18,741

It is seen that there was a considerable decrease last year in the importation of all the above minerals.

Imports of Canadian asbestos decreased from 5,223 tons in 1922 to 3,330 tons, while the receipts of asbestos from British South Africa decreased from 1,225 tons to 680 tons. The United States is credited with 260 tons of asbestos in 1923.

India is given as the chief source of supply for nickel ore, followed by Great Britain. For raw material the sources of supply given for 1923 were Great Britain (504 tons), Belgium (317 tons), United States (265 tons) and Canada (203 tons).

The bulk of the raw copper imported came from the United States; of the graphite from Czecho-Slovakia, Austria and Madagascar; of the mica from Great Britain and India; of the molybdenum and miscellaneous ores from South



Africa (421 tons) and Canada (107 tons); and of the feldspar from Sweden, Norway and Czecho-Slovakia.

The greater part of the above import of asbestos, raw nickel and raw copper in 1923 arrived during the first half of the year.

The imports of timber show on the whole a falling off in 1923 as compared with the previous year, except in the case of pine beams from Czecho-Slovakia. Canada is not shown as a source of supply in any item. Receipts of pine boards from the United States decreased from 20,262 tons in 1922 to 10,836 tons in 1923. The total import in the latter amounted to 616,868 tons, most of which came from Czecho-Slovakia, Poland and Austria.

The total import of flax in 1923 amounted to 6,718 tons as compared with 9,394 tons in 1922. Latvia and Esthonia supplied the largest quantities.

In 1923 Germany imported 61,691 tons of leaf tobacco as against 75,901 tons in the previous year. The Dutch East Indies, the United States, Greece, Brazil, Turkey, Bulgaria, Dominican Republic, and Russia all shipped fairly considerable quantities.

Imports of raw rubber in 1923 amounted to 19,749 tons as compared with 28,795 tons in 1922.

It is apparent from the above review that there was a decrease in the importations of raw materials into Germany during the course of last year. This became particularly marked when the financial and industrial crisis occurred in the autumn and only limited quantities have since been imported.

### Export Trade

About 85½ per cent of the total value of German exports in 1923 were comprised of finished goods. On the basis of prices ruling in 1913, the export of finished goods amounted to about 67 per cent of the pre-war standard, while the total German export trade in 1923 was only 52½ per cent the pre-war export. The Annual Report of the Hamburg Chamber of Commerce for 1923 reviews the export trade as follows:—

“At the beginning of the year a considerable volume of orders had been left over from the previous year. Gradually these were worked off and the flow of new orders became reduced and in the case of some goods orders ceased completely after August. The ability to compete in export trade was lessened by the marked increase in prices, which greatly exceeded the world level. . . . The control of exports, resulting in the mechanical fixing of prices and an increase in costs due to unproductive labour, greatly restricted the market for many articles and it was short-sighted not to have taken off the control before its full restrictive effects had become marked. The occupation of the Ruhr rendered the marketing of goods produced in that area very difficult, if not impossible. . . .”

Speaking of the manufacturing industries in the Hamburg area, the report points out that there was a decline during the year in every branch of industry. As an indication, it is pointed out that the consumption of electrical current decreased at times 40 per cent of that used in the former year and on the average was 25 per cent less. The shipbuilding industry suffered from the world-wide depression and the attempt to find employment by specializing in ships' repairs was hindered by strikes and the Ruhr occupation, which forced the yards to purchase materials from abroad.

The following table, which is taken from the *Deutsche Allgemeine Zeitung*, compares the exports of finished goods in 1923 and before the war by giving the values of the monthly average export in 1913 and the monthly average at 1913 prices for the period January to November, 1923:—

Class of Goods	1913	1923
	Monthly Average	Monthly Average Jan.-Nov. (1913 Prices)
	Gold Marks	Gold Marks
Total finished goods .. . . .	565,560,000	373,978,000
Thread .. . . .	16,363,000	11,561,000
Silks .. . . .	42,357,000	9,905,000
Woollens .. . . .	22,629,000	13,512,000
Cotton goods .. . . .	37,208,000	20,584,000
Other textiles, clothing .. . . .	13,268,000	12,295,000
Leather and leather goods .. . . .	29,761,000	16,796,000
Smoking utensils .. . . .	16,110,000	11,102,000
Furniture and woodenware .. . . .	6,084,000	10,116,000
Rubber goods .. . . .	10,623,000	9,678,000
Paper and paper goods .. . . .	18,785,000	23,219,000
Dyes and colours .. . . .	23,710,000	8,925,500
Chemicals .. . . .	39,282,000	22,650,000
China and porcelain .. . . .	7,799,000	5,879,000
Glassware .. . . .	12,123,000	10,737,000
Iron bars and shapes .. . . .	17,052,000	2,068,000
Sheets and wire .. . . .	14,917,000	4,329,000
Tubes and rods .. . . .	8,058,000	1,873,000
Railway and building materials .. . . .	6,700,000	693,000
Machine parts, boilers, etc. .. . . .	8,184,000	3,848,000
Other iron goods .. . . .	50,007,000	34,616,000
Copper goods .. . . .	18,640,000	10,333,000
Other metal goods .. . . .	8,857,000	6,368,000
Precision instruments .. . . .	13,948,000	13,731,000
Toys .. . . .	8,611,000	8,642,000
Steam locomotives .. . . .	4,602,000	1,495,000
Textile machines .. . . .	8,966,000	5,542,000
Machine tools .. . . .	8,189,000	4,539,000
Other machines except electrical .. . . .	28,923,000	16,737,000
Electro-technical goods .. . . .	24,188,000	20,386,000
Trucks and bicycles .. . . .	9,227,000	8,956,000

It is seen from the above table that the monthly average exports at pre-war prices of paper and paper goods, toys, and furniture and other wooden goods are greater than in 1913, while the exports of precision instruments, glassware, rubber goods, and porcelain are nearly equal to the pre-war average. The greatest decreases are in iron bars and shapes, sheets and wire, tubes and rods, railway and building materials, machine parts, dyes and colours, chemicals, leather and leather goods, and woollen and cotton textiles. The falling off in the exports of most of these lines may be ascribed to the occupation of the Ruhr.

On the other hand, there was an increase in 1923 as compared with the previous year in thread, silks, woollen and cotton textiles, rubber goods, paper, glassware, copper goods, electro-technical goods, and textile machines.

### CONDITION OF LUMBER INDUSTRY IN POLAND

High transport costs, shortage of working capital, and limited demand in the lumber and timber products industry in Poland has resulted in a considerable fall in prices, says the United States *Commerce Reports*. A number of lumber and timber establishments have already announced their intention of liquidating and forecasts are being made of a considerable general decrease in timber cutting this year. The timber industry unions are making an effort to have the Government revise railway tariffs to an extent which will not hinder the development of the industry. With the railway deficit estimated at \$61,000,000 last year, there should be little chance to lower the rates inaugurated on January 1, 1924, designed to put the railways on something approaching a paying basis.



## IMPORTS INTO NEW ZEALAND FROM CANADA DURING 1923: LARGE INCREASE

TRADE COMMISSIONER W. A. BEDDOE

March 3, 1924.—The total imports into New Zealand from Canada during the calendar year ended December 31, 1923, as compared with 1922, were as follows:—

Total for year ended December, 1923 .. . . .	\$14,653,130
Total for year ended December, 1922 .. . . .	7,725,185
Increase 1923 over 1922 .. . . .	\$ 6,927,945

These figures speak for themselves and constitute a record. The following are the principal increases and decreases:—

### PRINCIPAL INCREASES AND DECREASES

*Increases.*—Chocolate in fancy packages, £9,852; chocolate in plain trade packages, £5,257; seeds, grass and clover, £4,413; apparel n.e.i., £48,139; gum boots, £12,977; boots and shoes n.e.i., £34,937; iron and steel (bar bolt, and rod), £7,164; bolts and nuts, £3,200; fencing staples, £11,985; hardware n.e.i., \$4,763; wrought iron pipes not exceeding 6 inches in int. diam., £17,843; nails other, including dog spikes, £41,510; wire, bare copper, £6,106; wire, fencing, barbed, £28,651; wire, fencing, plain, £64,995; wire, iron, n.e.i., £20,628; metal manufactures n.e.i., £8,525; agricultural machinery n.e.i., £3,392; electric batteries and cells, £9,319; generators, transformers, etc., £10,842; electric appliances n.e.i., £6,114; machinery n.e.i., £5,261; belting, other, £7,502; sole leather bends over 14 pounds, £3,668; leather n.e.i., £7,238; Oregon pine or Douglas fir, rough sawn, £30,359; laths, £7,490; doors and sashes, £13,649; furniture n.e.i., £5,266; glass bottles and jars, plain, empty, £7,001; plaster of Paris and gypsum, £3,769; wrapping paper in sheets over 20 inches by 15½ inches, £22,009; writing paper, £8,240; cameras, £10,241; calcium carbide, £4,753; perfumery and toilet preparations, £9,426; pianos, including player and automatic, £3,746; phonographs, etc., £6,966; soap, all kinds, £3,353; bicycles and tricycles, £4,823; tires for bicycles, £3,415; passenger vehicles other than buses, £635,395; chassis for same, £9,542; lorries, trucks, vans and buses, £7,975; chassis for same, £64,334; tires for motor vehicles, £138,373; parts of motor vehicles, other, £16,720.

*Decreases.*—Fish, preserved in tins, £6,108; furs made up into apparel, £3,215; cotton piece goods n.e.i., £3,095; harrows, disc, £3,919; reapers and reapers and binders, £2,272; cream separators, £4,690; dairying machinery, other, £2,042; tools (engineers' and metal, wood, glass and stone workers'), £14,892; woodenware n.e.i., £4,814; printing paper, £28,281; sensitized surfaces and albumenized paper, £12,243.

Mr. Beddoe has transmitted a table which he has compiled giving the values in detail under the several headings of imports into New Zealand from Canada for 1923, together with the articles affected by and the value of the Canadian preference. This table is on file at the Department of Trade and Commerce, Ottawa, and may be consulted by interested Canadian firms.

### PROHIBITION ON IMPORTS OF FRESH FRUITS INTO ITALY

Trade Commissioner W. McL. Clarke writes from Milan that under the provisions of a decree issued by the Italian Ministry of Agriculture, fresh fruits of all kinds originating from Canada, the United States, Chili, Hawaii, Japan, China, and Australia are scheduled as a prohibited import on the ground that there exists danger from "Aonidiella pernicioso" or "Laspreyresia malesta."

## BOOT AND SHOE STIFFENERS: CONDITION OF THE MARKET IN LEICESTER

TRADE COMMISSIONER J. E. RAY

Manchester, March 13, 1924.—During a visit to Leicester last week, the writer interviewed a number of leather and shoe findings merchants for the purpose of ascertaining, among other things, the condition of the market for boot and shoe heel stiffeners. Up to a few months ago quite large quantities were imported from Canada and the United States. One firm stated that 75 per cent of their sales, twelve months or two years ago, consisted of Canadian and American stiffeners. To-day, however, British manufacturers are under-quoting their external competitors, and it would appear that Canadian manufacturers will have to cut down their profits if they are to meet the domestic competition referred to.

*Current Competitive Prices.*—It is rather difficult to give more than a general idea of prices, because the varieties, qualities and shapes of stiffeners are so numerous. However, a medium size ladies' solid grain stiffener is being sold by British makers to the boot trade at 29s. (\$7.05 normal rate) per gross pairs, delivered, less  $2\frac{1}{2}$  per cent discount. Lower qualities are down to as low as 25s. 6d. (\$6.20 normal rate) per gross pairs. A certain type of stiffener made of two pieces of split leather, ladies' medium size, is being offered at 16s. (\$3.89 normal rate) per gross pairs, although a slightly higher price is demanded by some makers. If Canadian manufacturers sell to merchants, of course a margin on the above prices would have to be allowed to the merchant.

With reference to the stiffeners known as the women's solid grain No. 1, exported from Canada until recently, similar stiffeners are being offered by British makers direct to the boot manufacturer at the following prices per pair: 2 by 3,  $2\frac{1}{2}$ d. ( $5\frac{1}{2}$  cents); 4 by 5, 3d. (6 cents); 6 by 7,  $3\frac{1}{2}$ d. ( $6\frac{1}{2}$  cents); whilst the No. 2 line are offered at half a cent below those prices, less the usual discount, and  $2\frac{1}{2}$  per cent 30 days, or  $3\frac{3}{4}$  per cent prompt cash. The general impression is that, in face of these prices, Canadian manufacturers should find business possible. Samples and quotations, if sent to the writer's office, will be placed before prospective buyers.

## PROSPECTS FOR CANADIAN SUGAR IN MANCHESTER AND LIVERPOOL

TRADE COMMISSIONER J. E. RAY

Manchester, March 8, 1924.—During the past few weeks a moderate tonnage of Canadian sugar has arrived at Manchester and Liverpool, and consignments are still coming in. Conversation with sugar importers yesterday revealed the probability of continued trade with Canada far into the summer months, as the statistical position of sugar points in that direction. It is assumed, therefore, that Canadian refiners will be watching the trend of the British markets in their own interests.

*State of the Market.*—The following extracts are taken from weekly circular letters issued by well-known sugar importers:—

"Clyde sugar refiners have melted this week 4,203 tons. The market for refined has been slow, with a moderate business passing, but towards the close the demand has shown some improvement. Quotations remain unchanged, namely, at 64s. for fine crystals, 62s. 6d. for fine granulated, 62s. for ordinary, and 53s. to 55s. for yellows, all per cwt., duty paid. Continental granulated has been sparingly offered, but has met a fair sale at 35s. 3d. for fine Dutch, and at 34s. 9d. for ordinary f.o.b., while for Czechos some demand has been experienced at 34s. 3d. for February-March, and 34s. 6d. for April-May, f.o.b. Hamburg.



An improved business may be looked for when the navigation of the Elbe is again free. The business passing in raw sugar during the week, so far as reported, has been confined to a Cuban cargo early in the week at 29s. 9d. c.i.f. for March shipment, and then also to a part of a Cuban cargo shipped for Liverpool at 30s. 3d. c.i.f. Latterly the market has been quiet and easier, and the most recent sale has been at 29s. c.i.f. for second half March shipment. Some Javas No. 17 are understood to have been sold for London at 30s. 6d. c.i.f. A large business has been done during the week to American refiners. Their most recent purchases have been at  $5\frac{3}{8}$  and  $5\frac{7}{16}$  c. and f. New York, equivalent to about 28s.  $10\frac{1}{2}$ d. to 29s.  $1\frac{1}{2}$ d. c.i.f. for the United Kingdom. It is said that sellers now look for some improvement. The reaping of the Cuban crop proceeds quite satisfactorily, and the week's arrivals in the Cuban ports have been 211,711 tons against 172,863 tons in 1923. The threatened strike of workers on the Cuban railways, which would have interfered with the movements of the crops, has happily been suppressed. It is reported that the German Government is now in treaty with the factories for the export of a further considerable quantity of sugar, both of the present and the coming crop, but so far they have been unsuccessful in arranging satisfactory terms with the factories."

"The heavy weekly Cuban receipts, namely, 212,000 tons against 172,863 tons for the corresponding week last year, reports regarding settlement of the strike movement at Cuba, prospects of imports to this country of German sugar, as a consequence of the reduction of the reparation duty from 26 per cent to 5 per cent and the German Government's responsibility for reimbursement at the latter rate, together with a lull in activities on the actual sugar market, caused a reactionary trend on the London Terminal Market and a recession in prices on the week of 1s. 3d. to 1s. 6d., March closing at 33s. 6d. buyers, May 32s. 6d., August 30s."

"In spite of the considerable recession in prices on the Terminal Market and the indifference of the trade to offerings of spot sugars, British refiners have not seen their way to reduce their own selling prices and British granulated still figures on refiners' lists at 64s. per cwt. duty paid. As a consequence of this, holders of foreign refined granulated of about the same quality also maintained their prices established in the previous week, although trade being inactive, such prices necessarily had the character of nominal quotations. At the close of the week Czecho and Dutch fine granulated quoted 62s. to 62s. 6d.; Polish and Belgian spot London at 61s. 3d. to 61s. 6d.; white Javas at 60s. 9d. and white Mauritius at 60s."

## ECONOMIC CONDITIONS IN JAMAICA

F. L. CASSERLY, OFFICE OF THE TRADE COMMISSIONER

Kingston, Jamaica, March 21, 1924.—The output of the principal agricultural staples in Jamaica is satisfactory, and prices are considered good. The following are the approximate quotations, f.o.b. Jamaica, on the principal items of export:—

Sugar, refining crystals, basis 96 degrees polariscope test, per ton of 2,240 lbs.	£33
Rum, per Imperial liquid gallon	3s.
Bananas, per count stem	2s. 6d. to 2s. 9d.
Cocoanuts, per 100 nuts	10s.

While trade is still dull, there seems to have been a slight improvement during the past month. The question of credits is being investigated by the Jamaica Chamber of Commerce, and it is hoped that, as a result, the machinery of distribution may be made to run more smoothly and efficiently.

Representatives of the large British syndicate which has decided to erect a 10,000-ton sugar plant in the parish of St. Thomas are now in the island making preliminary arrangements. It is hoped that the factory will be in operation within two years.

## RUBBER GOODS IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

Milan, March 19, 1924.—*Tires*.—Automobile and bicycle tires make up the largest volume of rubber imports into Northern Africa. The kind of tire most commonly seen is the Michelin, although other marks as the Dunlop, Good-year, Pirelli, and Dominion command a less important sale. It is the Michelin tire, however, which sets the pace for market prices, and the sale of these other tires depends largely upon the bringing into line of their selling quotations. The writer saw quite a large number of Canadian tires in Algiers, but the firm representing the Canadian mark intimated that it had to face a very stiff French competition, more especially because the Dunlop tires were also imported direct from France. In view of the fact, however, that Tunisia has upwards of 2,500 cars, Algeria upwards of 15,000, and Morocco upwards of 5,000, the automobile tire market cannot be considered unimportant; and it is to be hoped that the Canadian pioneer introduction work will not go unrewarded. The clincher type of tire rather than the straight side variety is in common use. Clincher non-skid cords of Michelin manufacture were costing at Tunis last year some 224 fr. for the 815 by 105 dimension and 180 fr. for the 30-inch by 3½-inch dimension, two of the commonest sizes in use.

The number of bicycles and motor cycles in circulation throughout North Africa is not large, but quite a few of the colonists in the cities own these machines, although the bicycle *per se* is not considered as a medium of sport but rather as a means of conveyance. The tire trade in outside covers and inside tubes is largely French. Cabs are to be had in the cities, and these as a rule are tired in solid rubber. Camions for freight carriage and the public motor buses, which run on a daily schedule, and also at the pleasure of the tourist, thread the highways and in the aggregate consume a large number of solid tires per year. The imports are derived mainly from France. The total imports of all kinds of rubber tires into Tunisia amounted to 125 tons in 1921, and to 823 tons in Algeria. Detailed statistics are not available for Morocco.

*Rubber Soles and Heels*.—There is no demand for rubber soles, but the same cannot be said of rubber heels. Many of the men and women wear the shaped heel to fit the shoe, although there is also a sale for the round heel which can be turned around if one edge wears down. The all-rubber heel or rubber circumference and leather inset heel are the common types seen. France is the leading supplier.

*Druggist Sundries*.—In druggist sundries of rubber the writer noticed that many United States patterns were shown alongside of French models in the largest shops, although dollar exchange has latterly been an effective brake on a formerly increasing trade. Hot-water bottles, rubber gloves, and bathing caps from the United States, however, were still attracting customers last year, even if the bulk of the trade in these articles as well as sponges, small sundries as nipples, pacifiers, bulb and atomizers, syringes, rubber sheeting, rubber tubing, icebags, etc., is largely of French origin. One big firm in Algiers was making a splendid showing last spring of children's rubber sponges made in France and cut out in the form of different animals. This novelty was getting many buyers.

*Belting, Hose, and Mechanical Rubber Supplies*.—The total Tunisian rubber imports under this heading amounted to 54 tons in 1921, derived principally from France, the United States, and Italy, while the corresponding imports into Algeria totalled 98 tons, 87 tons of which came forward from



France and the balance from the United States, Great Britain, Belgium, and Italy. Little rubber belting is employed, although 40-, 50-, and 75-mm. widths are available. Perhaps the biggest demand for rubber hose is in connection with the spraying of the vines, to rid them of the mildew pest. The inside diameter of this type of hose is about 15 or 16 mm., and it is generally furnished with a textile covering. Other hose required for pumping machinery, for fire apparatus, and for the conveyance of olive oil, etc., is also in demand. The need of industrial rubber supplies is very meagre, and hence the aggregate trade in such articles as valves, gaskets, coils, sheets with metallic insertions, etc., is relatively small.

*Miscellaneous Rubber Products.*—Rubber collars and cuffs are quite commonly worn by the middle-class colonist and are prominently displayed in up-town windows. Tobacco pouches, women's dress shields, umbrella rings, erasers, tennis balls, etc., have also a limited sale. The market for rubber boots and shoes and wearing apparel has been discussed in an earlier report (see No. 1038: December 22, 1923: page 1047.)

## WOOD PRODUCTS AND WOODENWARE IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

The following statistical table will illustrate the North African import trade in wood products—with the exception of furniture, which subject has been discussed in *Commercial Intelligence Journal* No. 1037—and woodenware, the quantities given being for the year 1921 in the case of Tunisia and Algeria and for 1920 in the case of Morocco.

	Tunisia Metric Tons	Algeria Metric Tons	Morocco Metric Tons
Picture frames, curtain poles, mouldings, etc. . . . .	51	46	168
Vats . . . . .	14	196	...
Casks . . . . .	747	271	223
Brooms . . . . .	106	96	56
Carpentry pieces and wheelwright's products . . . . .	860	1,211	467
Woodblock paving . . . . .	209	312	...
Doors, windows and panels, etc. . . . .	12	86	442
Brush backs and small handles . . . . .	5	59	...
Handles (ash) for agricultural implements . . . . .	82	898	214
Turned products . . . . .	61	109	...
Other wooden products . . . . .	232	653	877

France as a supplier for the above-mentioned products leads all other countries, with the following exceptions: Spain for casks in Morocco; and in Tunisia, Sweden for woodblock paving, Italy for carpentry pieces, and Turkey for turned products.

In connection with wheelwrights' products, it may be pointed out that various kinds of carriages and wagons are made or rather assembled in each of the three countries, but the local industries are not as yet in a position to turn out satisfactorily the constituent parts. Hence importation is resorted to, and though France has a large share of the import trade in such wooden products as naves, spokes, rims, shafts, etc., yet other countries have also worked up quite a business in this particular market. Such articles as naves 1.05 to 1.20 m. in circumference were being laid down at Tunis (for example) at 14 to 16 francs per pair, spokes at 1 to 1.20 fr. each, rim sections 1.05 to 1.20 m. at 0.90 to 1 fr. each, rim sections for camions 1.30 to 0.95 m. at 1 to 0.75 m. at 1.30 to 1.50 fr. each, and shafts 3.30 m. in length at 30 fr. per pair.

The trade in doors, panels and window sashes is more inviting in Morocco than in either Tunisia or Algeria, where local carpenters make them up according to architects' specifications. What are imported come mostly from France. The imports of brush backs in the rough and ash handles for agricultural instru-

ments are worthy of note, inasmuch as it is a general rule in North Africa to buy the instrument and handle separately, thus allowing the purchaser, if desired, to fit in his own locally-made handle. A fair amount of bobbins and spindles is imported annually for the native textile and carpet industry. Coopers' stock, woodblock paving, and furniture veneers have been discussed in earlier reports.

## EXPANDING TRADE ON THE PACIFIC

TRADE COMMISSIONER J. W. ROSS

Shanghai, February 20, 1924.—Since the close of the great war, no part of the world has shown such an expansion of trade as the countries on the Pacific ocean. The increased trade returns of most of these countries shows a greater amount of shipping tonnage in commission, and a larger movement in general commercial commodities. The general trade of the Pacific has increased nearly 400 per cent during the past twenty-five years. Not only is there a great annual increase in the export of commodities to all Asiatic markets, but the manufacturers of the world are all the time becoming more dependent upon Oriental countries for the raw materials necessary to their various industries, such as rubber, tin, hemp, jute, hides and skins, wool, furs, copra, vegetable oils, tea, silk, and bristles. The growing expansion of industrial enterprises in India, China and Japan has also opened up those markets for machinery, structural and other steel, timber, hardware, etc., as well as manufactured goods. Wheat and flour have also met with a large demand in these markets during the past year. As this industrial development is likely to continue in these countries, the result will be a greater improvement in the economic conditions of the people, and an increased consumption of foreign goods is almost certain to follow.

*Shipping.*—In order to meet this increasing business and to take care of its distribution, more shipping will be required as well as the extension of shipping facilities. This latter is now being attended to, for great activity in harbour development is at present going on in all the principal North American Pacific ports, from Vancouver to Southern California. On the other side of the Pacific, Hong Kong and Shanghai are at present running neck and neck in ocean-going shipping, but the trade of Shanghai is expanding so rapidly that it is quite probable the southern port will be obliged to take second place from this time forward.

*United States Large Strides.*—The nation deriving the greatest advantage from this expansion of transpacific trade is the United States, the reason being that that country produces most of the leading commodities demanded by these markets. The United States have also abundant shipping on its Pacific coast, so that tonnage space is always available. The manufacturing enterprises of the United States are also so extensive and varied that a market is found there for large quantities of the products of all Eastern countries. Asiatic exports to that country include jute and manufactures of jute from India; rubber and tin from the Straits Settlements; copra and hemp from the Philippines; sugar from Java; silk from Japan; oils, seeds, hides and skins, bristles, silk, tea, furs, wood oil and other products from China. The United States does most of the importing of the above commodities for Canada, Newfoundland, Cuba, and the West India Islands, as well as for itself, which in a measure accounts for the great volume of the trade.

*Canada's Opportunity.*—In order that Canada should more fully participate in this greatly expanding Asiatic trade, which extends all the way from Siberia to the Persian Gulf, a greater use of the facilities offered by the Panama canal



might be made to enable the manufacturers of the eastern portion of the country to place their goods upon Asiatic markets, either by direct sailings, or by transshipping to vessels sailing for Far Eastern ports. It is not unlikely that the demand for manufactured goods by Asiatic countries may eventually lead to the establishment on a large scale of manufacturing industries on the Pacific coast of Canada, as is becoming the case in the United States. With the abundance of power in British Columbia, both electric and steam, this should not be difficult.

## SUGAR PRODUCTION IN JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

Sugar occupies a special place in the colonial trade of the Netherlands East Indies. It is the chief product exported. This trade indeed, owing to various factors, has become even more emphasized during the last few years. Decreased beet sugar production and a great increase in the supply of shipping space in 1920 with 183 factories in Java alone, proved the growing importance of the Netherlands East Indies as a world's source of supply. Of course it is a source of supply which will always be affected by the harvest available in the most important production area of the world, namely Cuba. Consequently from year to year striking changes will be found in the destination of Java sugar.

Fifty years ago, 35 per cent went to Holland, with England and East Asia as the second and third largest purchasers. In 1895, the United States was the chief buyer and remained so for some years. In 1902 to 1914 East Asia and Australia replaced the States. From 1915-1917, England and British India came first. In 1918 and 1919 it was China and Japan. Again in 1920, the United States and Port Said for order, came to the front, while in 1921 and 1922 it was China and India.

Over one million and a half tons of sugar are produced annually in the Netherlands East Indies, and owing to the Government's scientific research work, improved methods are increasing production. The home of production is in East, East Central and West Central Java. As far back as 1560, the Dutch East India Company had mills working near Batavia. The history of the sugar industry in Java has been divided in four periods: (a) 1619-1830 compulsory delivery to the Dutch East Indies Company; (b) 1830-1879, culture system in vogue; (c) 1879-1890, cultivation passing into the hands of free planters out of Government control; and (d) 1890, an open sugar market.

The first refinery in Java was built in 1750. Progress in this industry has been regular and the even tenor of its way was only jolted twice severely; first, by the sugar crisis of 1884 and then the Sereh disease. The first of these, which originated in French beet-sugar production, was more or less rectified by the Brussels Convention of 1904. The Sereh disease threatened to destroy the whole industry, but scientific treatment of the canes, and care in cutting (bibit) selection eradicated the disease. Both of these crises in reality were beneficial in their effects on the industry, for the competition of French beet-sugar caused the Government to withdraw from the sugar trade, while the Sereh disease introduced scientific cultivation.

The last phase of the sugar industry is the formation of a strong sugar producers' association. This pool is a very powerful organization, and is known as the Vereenigde Java Suiker Producenten (United Java Sugar Producers). It controls the sale of the output of 148 mills out of 184, and was originally formed by the mill owners in 1918 for the sale and control of their produce until 1923. This arrangement has been continued. So far as exports to Canada are concerned, direct shipments of head sugar to Vancouver in 1920, amounted to 4,071,000 kg.; in 1921 to 5,086,000, and in 1922 to 5,091,000 kg. showing a slow

but regular increase. The total exports of head sugar for the last three calendar years have been: 1920, 1,483,223,000 kg., 1921, 1,628,621,000 kg., 1922, 1,369,617,000.

It has been said that white sugar, when sold to-day above glds. 9-10 a picul (cost of production) and brown of Muscovados above glds. 7-8 a picul, shows a profit. The total number of sugar mills in 1923 is said to be 187.

According to Canadian returns for the fiscal year ending March 31, 1923, Canada purchased 23,213,577 pounds of raw sugar, and 415,570 pounds of refined, at a total value together of \$927,334.

### RUBBER FOOTWEAR MARKET IN BRITISH EAST AFRICA

It is reported by the American Vice-Consul at Nairobi that there is a decided increase in the demand for rubber footwear in Kenya Colony, Zanzibar, Tanganyika, and Uganda. Importations of leather boots and shoes are on the decline owing to the increased production of locally-made products, but as there are no facilities for the local production of rubber footwear, British manufacturers are presented with good opportunities for sales. Tennis is the most popular game, and, accordingly, the greatest demand is for tennis shoes. For tennis wear the Oxford or low shoe is preferred, but in other sports the ordinary high shoe is worn. The crepe rubber-soled shoe was recently introduced and is proving quite popular. The white shoe is most preferred, but the colour is not considered if the quality is proportionate to the price. Dealers are optimistic with regard to future sales of this type of footwear, and are beginning to lay in comparatively large stocks of rubber-soled shoes, most of which are imported from the United Kingdom. The reports for 1922 show that 5,308 dozen pairs of shoes, valued at £18,095, were imported into East Africa, of which, according to the estimate of four of the largest dealers in Nairobi, approximately 15 per cent was rubber footwear.

### SELLING ON QUALITY VERSUS SELLING ON PRICE

Just as soon as a manufacturer attempts to sell price he puts himself in competition with the first rival who can produce an imitation substitute at a lower figure; he lets his competitor establish his selling price, says Mr. Julius Klein, Director of the Bureau of Foreign and Domestic Commerce of the United States. But he who sells quality automatically eliminates all competition that is not of the same grade; he teaches his customers to appreciate quality when they find it and to look for his trade mark as a guaranty of quality. Of course, this is the most difficult form of selling.

On the other hand, cut-price exporting is comparatively simple. As a rule, it requires nothing more of the foreign buyer prospect than a knowledge of elementary arithmetic and an easy conscience. But it is well to remember that in such cases it is the price that is being sold, not the merchandise. And now as never before is the time when our standing in foreign markets, if it is to mean anything to the industrial and commercial future of the nation, should not be entrusted to the tender mercies of opportunistic "price-peddlers" and job-lot mongers.

Selling on quality requires real salesmanship and it requires continuous effort. It is still as true as ever—though it may be monotonous to repeat it—that the man who goes into a foreign market only when he encounters depression at home, and drops out of the market when his domestic orders are heavy, cannot be regarded as a serious factor in the export field in any favourable sense. He is, in fact, a serious menace. In these trying times of commercial as well as political uncertainty, there is more need than ever before for quiet, long-distance planning—an appreciation of the fact that continued effort is most important and that its results are cumulative.



## **SOUTH AFRICAN TRUNK AND BAG MARKET**

Although the majority of trunks used in South Africa are of local manufacture, a fair number of bags, trunks, and suit cases are imported, and as a source of supply the United Kingdom is pre-eminent. Statistics furnished by the American Consul at Cape Town show that in 1922 the United Kingdom supplied leather trunks and bags to the value of £20,539, the United States being the next important source of supply with £253, Japan being the other competitor with £143. The business in fibre trunks, suit cases, etc., is not so disproportionate, although the imports from the United Kingdom at £7,883 were more than twice the value of those from Germany (£3,801), while supplies from the United States were valued at only £230. The United Kingdom and the United States were the only sources of supply in the case of metal trunks, suit cases, etc., the former furnishing £2,668 worth and America £496 worth. Of all other trunks, suit cases, etc., imported, the United Kingdom furnished £8,676 worth, Belgium £2,053 worth, and the United States £739 worth. Fully 90 per cent of the trunks used in railway journeys in South Africa are cheap boxes with trays, made of fibre or cloth-covered tin and reinforced by passepartout strips of flexible wood. The sizes range from steamer-trunk size to the deeper and larger family size. Very few are seen with rounded tops. The reason for the high percentage of cheap trunks in use is apparent when it is considered that the white population of the country is only one and a half millions, a large number of whom are dependent on moderate incomes. Of the travelling public not more than 10 per cent travel *de luxe*, and among these there is a limited market for wardrobe trunks. There are, however, still in the hands of dealers wardrobe trunks imported during the past three years, which are now offered for less than landed cost. It is reported that several saddlery and harness makers in the Union are doing a thriving business in leather trunks, and are giving satisfaction on these articles made to order. A good solid leather trunk can be bought for £5, while the trunks made of fibre and tin, with which the public seem entirely satisfied, can be bought for thirty shillings.

## **SWEDISH TIMBER AND PULP TRADE**

The timber market in Sweden has within the past two months witnessed a resumption of activity in export sales, says the *Manchester Guardian Commercial*. Prices are lower than the opening quotations of 1923, but higher than the bottom prices of the last few months of that year. France has bought considerable quantities, much more than during the corresponding period of 1923, and notwithstanding the fall of the franc. The United Kingdom and France are, as usual, taking the largest quantities. Other countries which have come into the market are Holland, Belgium, Spain, Australia, and South Africa. The total sales for shipment this season are estimated at 350,000 standards, which is about the same figure as was reached in the corresponding period of 1923.

On the cellulose market American buyers are displaying growing activity, and up to March some 110,000 tons of sulphite and about 85,000 tons of sulphate cellulose have been sold to United States buyers for delivery this year. Quotations are firm and unchanged. Great Britain also has continued to buy. France and Belgium have only bought from hand to mouth.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### New United States Customs Requirements

The United States authorities require that, on and after the 1st April, Customs Declaration—Form 91 B—be attached to all parcels of general merchandise (parcel post) prepaid at parcel post rates, posted in Canada addressed for delivery in the United States. They further require that commercial invoices or statements of value be enclosed with books prepaid at printed matter rate, also in sealed parcels of general merchandise prepaid at letter rate, posted in Canada addressed for delivery in the United States.

### Japanese Tariff Exemptions Expire

According to a cablegram from the Canadian Trade Commissioner's office in Japan, the Japanese Government has announced that certain customs duties temporarily suspended on September 17, 1923 (see *Commercial Intelligence Journal*, No. 1026, September 29, 1923, pages 477-83), are to be restored from March 31, 1924, with the exception of rice. A cablegram on this subject received by the Consul General of Japan in Ottawa explains that in view of the fact that the importation of the necessary articles had been much increased, the aim of the Imperial ordinance of September last is deemed to have been attained and the Government therefore decided that the import duty on the articles affected would be revived at the expiration of the period stipulated in the ordinance, namely, March 31. The exemption from duty of rice did not depend on the ordinance of September last.

### Sales Tax on Automobiles in Denmark

TRADE COMMISSIONER B. S. WEBB

Copenhagen, March 7, 1924.—Legislation, which came into force as from the 1st of March, provides for a sales tax on motor vehicles in Denmark on a heavy scale. The tax is payable on passenger cars and motor cycles on being registered for the first time, but not upon motor trucks, tractors, and agricultural or road-making machinery. It is graduated according to the value of the vehicle and varies from 15 to 30 per cent.

In order to illustrate the effect of the new tax, the amount of the tax has been calculated on the present retail price of the lowest and of the highest priced cars sold here, the figures, converted into Canadian currency in each case, being as under:—

Present Price	Sales Tax	Total Cost
\$450	\$73	\$523
\$16,666.67	\$4,858.33	\$21,525

Almost immediately after the passing of the law a distributor of one of the better known American cars announced that his firm would bear half the costs of registration under the new sales tax.

There are two Danish automobile plants—De forenede Automobilefabrikker, with factories at Odense and Copenhagen, and Scania Vabis—both of which are making, on a small scale, cars and trucks ranging in price from 15,000 to 20,000 kroners. Their trucks are from 1 to 4 tons capacity and both cars and trucks are being equipped with 4-, 6- and 8-cylinder engines. In addition to these two Danish factories there are Ford and Chevrolet assembling plants, employing from 500 to 600 hands. Some forty makes of American, English, and Continental cars are being sold through organizations which are estimated to comprise some 150 dealers and agents. At the present time it is calculated that there are approximately 40,000 cars and motor cycles in use throughout the country.



There can be no doubt that the present scale of taxation will have a most depressing effect on the automobile and automobile accessory trades in Denmark. The majority of orders for the season are usually signed in the months of February and March, and since the passing of the law dealers report an almost entire cessation of business.

According to the most recent figures available, Canadian exporters are interested in the Danish market for automobiles and accessories to the following extent: automobiles, \$48,000 per annum; automobile parts, \$57,000; pneumatic tires, \$40,000.

## FLAX CULTIVATION IN FINLAND

Great efforts are being made to encourage the cultivation of flax in all suitable districts of Finland, namely, the central, southern, and southwestern parts, writes a Helsingfors correspondent of the *London Times Trade Supplement*. At present local industry uses about 1,300 tons of foreign grown flax, chiefly from Esthonia and Latvia, in addition to about 700 tons of home-grown. Instructors are being sent round to the farmers and small stations for the receiving, sorting, and preparation of the fibre are being established in various places. In order to interest farmers in the cultivation of flax a finished linen article is exchanged for a certain amount of dried flax. This procedure is greatly appreciated by the farmers' wives, and the latter do all they can to stimulate the cultivation of flax, in exchange for which they obtain articles otherwise very expensive to procure.

## TENDERS INVITED

### New Zealand

Auckland, March 3, 1924.—Copies of drawings and specifications have been received from Mr. W. A. Beddoe, Canadian Trade Commissioner at Auckland, for equipment for the Public Works Tenders Board and the Post and Telegraph Department, Wellington. These drawings and specifications are open for inspection at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, and the Stores Manager, Post and Telegraph Department, Wellington, in accordance with these specifications.

### PUBLIC WORKS TENDERS BOARD

No.	Date of Closing	Particulars
S.M. 188	June 17, 1924	Lake Coleridge Power Scheme, Section 151, Addington Substation.—3 (three) three-phase 66,000 volt 100 ampere outdoor oil switches together with relays and current transformers, in accordance with specification, drawing, and conditions of contract. To be delivered ex ship's slings, Lyttleton, or alternatively f.o.b. port of shipment.
S.M. 190	June 24, 1924	Mangahao Power Scheme, Section 122. 12 (twelve) electric ranges complete in accordance with specification and conditions of contract. The ranges are required for use on a 230-volt A.C. 50-cycle circuit.
S.M. 192	July 1, 1924	Lake Coleridge Power Scheme, Addington Substation, Section 150.—Manufacture, supply and delivery, C.I.F. Lyttleton, of a 6,000 K.V.A. three-phase, 50-cycle, 11,000 volt, synchronour condenser complete with exciter, rheostats, switchboard, and switchgear, starting motor or self-starting device, automatic voltage regulator, and all necessary wiring, connecting cables, instruments, and accessories.

### POST AND TELEGRAPH DEPARTMENT

Indent 6046	June 10, 1924	500,000 envelopes, note, manilla, window style to sample; 50,000 envelopes, manila, foolscap, addressed "Chief Postmaster" to sample; 500,000 envelopes, manila, demy, unaddressed, to sample; 50,000 envelopes, manila, demy, addressed "The Chief Postmaster," to sample; 200,000 envelopes, manila, demy, addressed "The Postmaster," to sample.
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## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MARCH 31, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 31, 1924. Those for the week ending March 24, 1924, are also given for the sake of comparison.

	Parity	Week ending Mar. 24, 1924.	Week ending Mar. 31, 1924.
Britain.. . . .£	1.00	\$4.4097	\$4.3897
France.. . . .Fr.	1.	.0552	.0564
Italy.. . . .Lire.	1.	.0444	.0448
Holland.. . . .Florin.	1.	.3786	.3780
Belgium.. . . .Fr.	1.	.0439	.0445
Spain.. . . .Pes.	1.	.1335	.1382
Portugal.. . . .Esc.	1.	.0334	.0319
Switzerland.. . . .Fr.	1.	.1770	.1785
Germany.. . . .Mk.	1.	.238	.....
Greece.. . . .Dr.	1.	.0181	.0178
Norway.. . . .Kr.	1.	.1393	.1363
Sweden.. . . .Kr.	1.	.2720	.2654
Denmark.. . . .Kr.	1.	.1613	.1629
Japan.. . . .Yen	1.	.4418	.4284
India.. . . .R.	1.	.3095	.3091
United States . . . \$	1.	1.0275	1.0218
Mexico.. . . . \$	1.	.4957	.4930
Argentina.. . . .Pes.	1.	.3467	.3404
Brazil.. . . .Mil.	1.	.1207	.1136
Roumania.. . . .Lei	1.	.....	.....
Jamaica.. . . .£	1.	4.4233	4.4042
British Guiana . . . \$	1.	1.	1.
Barbados.. . . . \$	1.	1.	1.
Trinidad.. . . . \$	1.	1.	1.
Dominica.. . . . \$	1.	1.	1.
Grenada.. . . . \$	1.	1.	1.
St. Kitts.. . . . \$	1.	1.	1.
St. Lucia.. . . . \$	1.	1.	1.
St. Vincent.. . . . \$	1.	1.	1.
Tobago.. . . . \$	1.	1.	1.
Shanghai, China.. . . Tael	1.	.708	.7217
Batavia, Java.. . . .Guilder	1.	.402	.3678
Singapore, Straits Settlements... \$	1.	.567	.5148

## WORLD'S PRODUCTION AND MOVEMENT OF FOODSTUFFS

Shipments of wheat and flour to Europe from all countries are 13,000,000 bushels less than the quantity received up to March 1, 1923; countries outside Europe have increased their imports over 50,000,000 bushels in the same period, says the *United States Commerce Reports*. Falling off in offerings of Russian rye gives prospect for increased European demand for American rye. Czecho-Slovak restrictions against importations of Hungarian flour may open market for American flour. The high price of corn on European markets has greatly decreased the imports of this commodity. While the yield of German bread grains show an increase for 1923, there was a decrease in the potato crop. Demand for imported meats and fats in Central Europe has been somewhat decreased by increased local slaughtering.



## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

449. FLOUR.—A firm in Lubeck, Germany, desire a connection with a Canadian flour mill not yet represented in Germany.

450. GRAIN.—A firm in Lubeck, Germany, desire a connection with a Canadian grain exporter not yet represented in Germany.

451. GRAIN AND FEEDING STUFFS.—A firm in Hamburg wish to get in touch with Canadian exporters of grain and feeding stuffs and oil cakes for import and export business either as principals to principals or as agents.

452. LINSEED OIL CAKE.—A firm of Belfast grain merchants will be glad to have the direct representation in Ireland of a first-class manufacturer of linseed oil cake.

453. SALMON.—A responsible Canadian manufacturers' representative and importer in Mexico City desires to communicate with a first-class salmon packer, with the object of securing sole agency for the Republic of Mexico. Correspondence in English.

454. SALMON, ETC.—A French concern, claiming a good connection, would like to obtain the agency for France, if possible, or at least for the Nantes region, of Canadian exporters. Is also interested in other food products.

455. EGGS.—A Leicester firm are always open to consider offers of eggs.

456. BUTTER.—A firm in Cologne, Germany, experienced in the butter trade, would like to get in touch with first-class Canadian exporters of butter, since they believe that a regular business of large dimensions may be developed.

457. BUTTER AND CHEESE.—A Manchester firm, with good connections, inquire for exporters of butter and cheese seeking an agent.

458. BUTTER AND CHEESE; BACON AND HAMS.—A firm in Dublin, Ireland, are prepared to import Canadian butter and cheese; and also bacon and hams.

459. PACKING-HOUSE PRODUCTS.—A manufacturers' representative in Mexico City with first-class connections and exceptional knowledge of the trade desires to communicate with Canadian exporters of lard, bacon, hams and other packing-house products, with the object of securing sole agency for the Republic of Mexico. He is willing to visit Canada at his own expense to complete arrangements if suitable connection can be secured.

460. PACKING-HOUSE PRODUCTS.—A prominent manufacturers' representative and importer in Mexico City desires to communicate with responsible Canadian packing houses with the object of securing sole agency. Correspondence in English.

461. CANNED GOODS.—A firm in Hamburg wish to get in touch with Canadian exporters of canned goods for import and export business either as principals to principals or as agents.

462. CANNED GOODS.—A Manchester firm seek an agency for canned fruits, canned fish and canned vegetables. Good connection in North of England.

463. EVAPORATED APPLES.—A Leicester firm inquire for evaporated apples. Prices c.i.f. Liverpool.

464. DRIED FRUITS.—A firm in Hamburg, Germany, wish to get in touch with Canadian exporters of dried fruits for import and export business either as principals to principals or as agents.

465. DRIED FRUITS.—A firm in Dublin, Ireland, are prepared to import dried and evaporated pears, peaches, and fruit pulp.

466. CONDENSED MILK.—A Manchester firm wish to represent exporters of evaporated milk and sweetened condensed milk.

467. HONEY.—A firm in Hamburg, Germany, wish to get in touch with Canadian exporters of honey for import and export business either as principals to principals or as agents.

### Miscellaneous

468. CEMENT.—An experienced agent desires to secure representation of cement manufacturers in Brazil, Argentine, and Chile.

469. MACHINERY.—An experienced agent desires to secure representation of machinery manufacturers in Brazil, Argentine, and Chile.

470. ENAMELLED WARE.—A manufacturers' agent in Mexico City wishes to hear from Canadian manufacturers of enamelled ware with a view to securing sole agencies.

471. PLUMBING SUPPLIES.—A manufacturers' representative in Mexico City desires to secure agencies for plumbing supplies and sanitary and kitchen appliances. Correspondence in English.

472. PIPES AND SHEET IRON.—A manufacturers' representative in Mexico City desires to secure agencies for water pipe, cast-iron pipe, galvanized iron pipe, and sheet iron (plain and black) of Canadian manufacture. Correspondence in English.

473. PIG-IRON.—A firm in Haarlem are desirous of entering into relation with leading Canadian concern handling pig-iron.

474. PAPER.—An experienced agent desires to secure representation of paper manufacturers in Brazil, Argentine, and Chile.

475. PAPER.—A Leicester firm inquire for wrapping papers. Quotations should be c.i.f. Liverpool.

476. LEATHERS.—A Leicester firm express interest in quotations on suede leather, patent and glace.

477. LEATHERS.—A manufacturers' representative in Mexico City, with a wide connection among boot and shoe manufacturers, desires to secure an agency for Canadian patent and other leathers suitable for uppers. Correspondence in English.

478. LEATHER SUNDRIES.—A Leicester firm ask for quotations on upper and sole leather, counters, cut lifts, heeling boards and wood-pulp boards.

479. LEATHER BOARD, ETC.—A Leicester firm are always open to consider quotations of leather board, stiffeners, toe puffs, insoles, etc.

480. LEATHER BOARDS.—A Leicester firm are open to consider quotations on leather board.

481. STRAWBOARDS AND PULPBOARDS.—A Leicester firm will always consider offers of strawboards and pulpboards for use in leather trade.

482. WOOD MANUFACTURES.—A Chesterfield firm inquire for quotations c.i.f. Liverpool on broom handles, washboards, clothes pins, pick shafts, pastry boards, wood dowels, wood spoons.

### WHEAT AND FLOUR MARKET IN GREECE

Importations of flour into Greece for the private or miller's account have been resumed since the lifting of the Greek Government monopoly on wheat in November, 1923, says the *United States Commerce Reports*. Greece consumes approximately 700,000 tons of wheat yearly, about half of which is normally produced within the country. During 1922 about two-thirds of the wheat imports came from Canada and the remainder from the United States. Toward the end of 1923, competition from Russia started and has been increasing steadily. Russian wheat is generally offered at a somewhat lower price than Manitoba and American wheat. The quality is said to be good, except for the fact that it contains about 6 per cent admixture of oats.

### THE NEWSPRINT INDUSTRY IN THE UNITED STATES

The year 1923 set a new high record for the consumption of newsprint paper in the United States, which exceeded that of 1920 by about 28 per cent and of 1922 by about 15 per cent, says the *United States Commerce Reports*. Production, however, has not kept pace with the domestic demand, the output during 1923 being 1.8 per cent less than in 1920 and only about 2.55 per cent above 1922. To supply this deficit the United States not only imported 1,108,390 tons from Canada, an increase of 23.6 per cent over the previous year, but also increased its purchases from Germany, the Scandinavian countries, and Finland by very substantial margins.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation. (Price, 10 cents.) Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report re Mail Subsidies and Steamship Subvention. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Over-seas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with China and Japan (1914). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
To y Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.  
Census of Prairie Provinces (1916).  
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).  
Year Book of Canada.  
Report of the Dominion Statistician, Annual.  
Trade of Canada (Imports and Exports), Annual and Monthly.  
Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhuspladsen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hereule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of  
the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House,  
Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona,  
Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy,  
Washington.

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe.  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde, Address for letters, Apartado  
Num. 126-bis, Mexico City. Office, Edificio  
Banco de Londres y Mexico, Num. 30. *Cable  
Address, Cancoma.*

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union  
Buildings, Customs street, Auckland. *Cable  
Address, Canadian.*

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O.  
Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol.  
*Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow,  
Scotland. (Territory covers Scotland and Ire-  
land.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*



# Commercial Intelligence Journal

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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## TRADE COMMISSIONER D. H. ROSS'S VISIT TO CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, has now reached Vancouver and will make a tour of the Dominion in furtherance of Canadian export trade to the Australian Commonwealth. Canadian firms who desire to be brought into touch with Mr. Ross or to interview him are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

## CANADIAN OPENINGS IN WEST AFRICA

The inauguration of a direct steamship service between Canadian ports and British West Africa by Messrs. Elder, Dempster and Company, Limited, Montreal, presents an opportunity for the expansion of Canadian export trade to that region. The imports of the four Colonies—Nigeria, Gold Coast, Gambia and Sierra Leone—are valued at £20,000,000 sterling annually. Last year (1923) Canada exported to British West Africa products to the value of \$259,167, and imported to the value of \$303,416. Among the products recently exported from Canada are wheat, flour, canned salmon, whisky, pneumatic tires, automobiles and coal. There are certain other products which Canada should be able to export with advantage. Preserved fruit is a large article of import in West Africa, and every kind of fruit which Canadian packers have

for export should find a sale, if they are shipped regularly and consistently and not only when packers are overstocked. Canadian chocolates are stated to be better in quality and finish than other makes sold on the West African market and these in shipping to South Africa have passed through tropical conditions the same as they encounter in West Africa. Some Canadian meats have been spoken of most favourably by distributors in these colonies. In all lines of canned products good packing, clear and bright labels, and strong cases are essentials. Cement—which is the best construction material for the tropical conditions obtaining in West Africa—is likely to figure most largely in the bulk of imports in the immediate future, owing to extensive building programmes that are in project, both on Government and private account. The success of the German exporter of enamelware in this field has been largely owing to the fact that he is a packer for export, has reserves ready for immediate shipment, and that his invoices indicate clearly the contents of each case. With the exception of machinery for the railway shops and public works departments of the several governments, sawmill equipment is the only industrial machinery likely to show expansion in imports.

For Government business in West Africa, Canadian manufacturers will have to keep in communication with the Crown Agents, 4 Millbank, Westminster, London, either through their own agents in England, or by regular and systematic supply of data, showing their ability and preparedness to supply quantity regularly and to compete with any other source of supply. They must also submit facts which will be a guarantee to the Crown Agents that any orders placed will be carried out according to contract. The Colonial Office of the British Government, and its purchasing branch, the Crown Agents, have expressed a sincere desire for applications for tender forms from any Canadian firm which is prepared to conform to the general conditions here outlined.

In order that Canadian firms may obtain and hold a trade in West Africa it will be necessary in many cases to duplicate their work as regards endeavour by catalogues, illustrations, price lists, labels, and (wherever possible) samples, as almost every firm in these colonies with whom Canadian exporters should do business have their parent houses in the United Kingdom, by whom all orders or indents are confirmed. The indentors in British West Africa, however, are reported to be strong for trade with Canada, not only in products which may be distinctively North American in origin, but in any line in which Canada is competitive in price and may be depended on to make prompt and regular shipment.

The first sailing to West Africa will take place by the steamer *Calgary* from Montreal on May 10, when this vessel on the South African route will be diverted to call at Freetown, Sierra Leone, where cargo will be transhipped for Secoundee, Accra, Lagos, and Port Harcourt.

### IRISH HIDE AND LEATHER MARKET DULL

Leather buyers in Ireland are purchasing only sufficient supplies for their immediate needs, says the *Leather Trades Review*. Inquiries for medium class bends are increasing, however, and the price of the best grades of bends of 14 to 16 pounds is increasing. Sales in harness leather have been more numerous in the past week and a hopeful tone prevails. There is little demand for hides and there have been very few sales transacted on the market. Owing to the lack of demand for the domestic hides dealers have begun to advocate the developing of the tanning industry in Ireland, and as the raw material is obtainable in large quantities this plan is creating considerable favourable comment and dealers are in hopes that their plans will be realized.



## MARKET FOR EGG CASE CARTONS IN IRELAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, March 20, 1924.—During the past few months inquiries from Ireland for cartons of Canadian manufacture for egg cases have reached this office and have been subsequently published in this journal, and correspondence in this connection has been exchanged with two of the Canadian manufacturers and with Irish importers. So far no business appears to have passed, and this seems surprising in view of the enormous business that Ireland, both North and South, has with Great Britain in eggs. It is possible that prices quoted by Canadian firms, if quotations have been made, have been higher than the Irish shippers can afford to pay, but no definite information has reached this office to that effect. There is an opportunity in this business for a really large trade if it is persistently and energetically sought at the right prices, and the time is particularly opportune because of the recognition, from Irish Government circles downwards, of the necessity of improving export practice in the egg trade.

A Government Commission of Northern Ireland recently stated that there is abundant evidence to show that, as at present conducted, the Northern Ireland egg industry is threatened with the loss of its most valuable market, and the conclusion is reached that the only effort worth while is such action by the state as will prevent the export of even a single case of stale or *badly packed* eggs from Northern Ireland. The export trade of Southern Ireland is exposed to exactly the same disability, and the necessity for improved methods of shipping and marketing is recognized as well.

Canadian manufacturers interested in supplying this article to Ireland, with the intention of gradually building up a substantial trade, might begin by supplying this office (87 Union street, Glasgow) with a plentiful supply of samples, and the lowest prices c.i.f. Dublin or Belfast, which will make it worth while to enter the business. Such samples and information will be passed to reputable firms in Ireland, and other channels used to create business. The export of eggs from Ireland in 1921, a normal year, was valued at nearly 44 million dollars.

## POSSIBILITIES FOR CANADIAN ROAD MACHINERY IN IRELAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, March 20, 1924.—The problem of reconstruction and repair of the damage in the Irish Free State caused by the fighting of the past few years is now receiving the earnest attention of the Government, and such reconstruction and repair is rendered financially possible by the great success of the internal loan of £10,000,000 recently put on the market. Roads in many parts of the country suffered great damage, and to assist in their reconstruction the Government has allocated a grant of £1,000,000 for the trunk roads, the work to be carried out by the local authorities in the usual way, and by day labour. The local authorities are the twenty-six County Councils, and the County Borough and Urban District Councils, who would be responsible for any purchases of machinery or other equipment required. Any central purchasing that may be required will be done through the Trade Department of the Ministry of Local Government, Dublin.

To reach all the local authorities who might be interested in buying new road rollers, etc., Canadian manufacturers who have no representative on this side are asked to supply this office with about thirty catalogues, c.i.f. prices Dublin or Cork, and information as to terms, and such material will be distributed to the various councils and to the central purchasing office.

## ECONOMIC AND TRADE NOTES FROM IRELAND

TRADE COMMISSIONER G. B. JOHNSON

### Water-power Scheme

Glasgow, March 20, 1924.—The scheme for the development of electric power from the river Shannon recently outlined for the Government of the Irish Free State by Messrs. Siemens of Berlin is of great importance. The German engineers are satisfied that the water power available in the Shannon can be developed in sufficient quantity, and at a sufficiently low price, to meet the present and prospective needs of the whole of the Free State; and furthermore that their scheme would give ample consideration to navigation and irrigation, and tend to diminish flooding of the low-lying areas. Messrs. Siemens propose to work out a detailed scheme for the development of electric power from the Shannon and arrange for its distribution over the Free State.

The Government has laid down the following conditions, all of which have been accepted by the firm. The scheme is to be devised on such a basis as would represent a sound commercial proposition, with an adequate return on the capital invested in it, and is to be produced before September 1 of this year, when it will be submitted to experts of European standing. The Government furthermore reserves to itself the right of promoting the scheme as a State enterprise, or in the alternative, giving Messrs. Siemens the first option to carry it out. This is not the only scheme of hydro-electric enterprise now under consideration in the Free State. The development of the Liffey is projected by three rival companies, and the Dublin Corporation is contemplating a scheme of its own. Canadian manufacturers of power house and line equipment might keep these enterprises in mind in case the opportunity arises later to supply material.

### Increasing Demand for Flax

A considerable increase in the area to be put under flax this year in Northern Ireland is considered not unlikely in view of the improving condition of the linen industry. Flax prices have been on the up-grade during the past few weeks and practically all of last season's crop has been disposed of by the farmers. A lengthy report on this subject appeared in *Commercial Intelligence Journal* No. 1050, March 15, 1923. Prices now are from £100 per long ton for Russian flax to £120 for Irish, with a rising tendency. Canadian farmers should find this a remunerative crop.

### Irish Agricultural Depression

The supremacy of Ireland in the export to Great Britain of cattle, butter, eggs and bacon, which she has easily held in the past is, with the exception of cattle, threatened. Agricultural depression and inadequate prices for the farmer appear to be prevalent. The trouble may be attributed largely to the political upheavals and instability of the past few years, but the trouble goes deeper than that. Although the agricultural co-operative movement made much progress in several directions before the war, the industry as a whole remains largely disorganized. The majority of the farmers were in the hands of middlemen, and the co-operative organizations were weakened by the general disorders, by the lack of education among the farmers, and by their inability to secure the unfailing loyalty of their members.

The chief drawbacks from which Ireland suffers in competition with Denmark and New Zealand may be summarized. There is no standard of quality for Irish produce, and there can be no guarantee with it. Eggs are often held up



for high prices and reach the consumer in a stale condition. They are not properly graded, and the producer has at present no special inducement to improve quality by careful feeding. The choicest Irish creamery butter is regarded in the trade as the best in the world, because it combines with all other qualities an unmatched flavour, but no British purchaser can feel assured that he is buying this butter and not a much inferior product.

Everywhere it is recognized that Denmark is regarded as the shining example to be followed if a healthy, prosperous agriculture is to be achieved. The Minister of Agriculture of the Irish Free State expressed the hope recently that by the end of the year the laws necessary to standardize beef, butter, bacon and egg products, which constitute 75 per cent of the national wealth, will have been passed by the Dublin Parliament.

## PITWOOD IN THE SCOTTISH MARKET

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, March 27, 1924.—As the spring is the season for importing pitwood, and the market is now getting brisker, Canadian exporters may find the following particulars regarding the business now being done worth their attention. The c.i.f. prices of Baltic pit props, delivered Grangemouth (east coast of Scotland), are from 130 to 135 shillings per standard. A rise in these prices up to 5 shillings may be expected before the season is over. The freight rates range from £2 2s. to £2 5s. per standard. It is understood that the ocean rate to Scotland (Glasgow) from Canadian Atlantic ports is about 70 shillings for deals, but a special rate for pit props might be obtained from the shipping companies. While it stands to reason that the freight rates from Canada are bound to be higher than those from European countries with about one-tenth the distance to be traversed—and this may be sufficient to prevent business being done at a profit—this reason cannot be the only one, considering the enormous business of Great Britain in Canadian deals and timber of many sorts all in competition with European countries.

Most of the pitwood comes in from Finland, Sweden, and France, and to a smaller extent from Norway. Finland, Norway, and France have an advantage in exchange in competition with Canada in the British market, as their currencies are at a big discount with sterling, but in the case of Sweden the advantage lies with Canada, because although Canadian currency is at a premium of 9 per cent with sterling, Swedish currency is at a still higher premium, namely about 10 per cent. Notwithstanding this disadvantage, Sweden seems to have no special difficulty in competing with the other countries named, judging by the figures of recent imports into Great Britain.

Pitwood in this country is sold in great variety, and in all lengths, but never shorter in feet than the diameter of the piece in inches. This is the minimum length, but mine managers like pit props to be much longer than this rule for the minimum lengths indicates, and there is no market for anything shorter than this minimum. Usually the diameter of the top varies from 2½ inches to 8 inches. The best usually in demand are 3½-inch, 4-inch, and 4½-inch. Best lengths are 5 feet, 6 and 7 feet. The present demand is for 2½-, 3- and 3½-inch tops. The Continental demand is for 4½-inch and up. If the pit props are sorted into sizes of 2 inches to 4 inches, and 4 inches and up, better prices are obtained. Props must either be peeled, or barked on the four sides, allowing the rest of the bark to fall off while drying. In Scotland this latter operation is called "spieling."

The best wood for pit props is pine, spruce, birch or fir. Hemlock is considered too brittle for use in the mines. Balsam fir is also excluded as this wood is found to deteriorate very quickly if lying for any length of time. Either green or dry wood is shipped to this country, in the former case the wood being stored and dried by the importer. One importer states that in the future there will probably be an extension of business done in this material from Canada. He believes that a considerable export has taken place to the Welsh collieries from Canada.

Importers of pitwood in Scotland are keen to get their requirements in Canada if it is economically possible, and this office will be glad to place before them any offers from the Dominion. Prices should be c.i.f. in sterling.

TABLES OF MEASUREMENT USED FOR PITWOOD FROM THE BALTIC

Top Diameter Inches	Gothenburg (Swedish) Standard Lineal Feet	Skienfjorden (Norwegian) Standard Lineal Feet
2	3,500	3,500
2½	2,540	2,700
3	1,800	1,800
3½	1,440	1,400
4	1,116	1,100
4½	936	950
5	792	800
5½	648	650
6	540	550
6½	468	450
7	396	400
7½	340	350
8	288	300
8½	260	250
9	220	200

A standard is supposed to contain 180 cubic feet. An English fathom contains 216 cubic feet.

LARD IMPORTS IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, March 22, 1924.—A prominent Glasgow firm of produce importers stated to the writer the other day that the lard he handled was mostly from the United States, and none from Canada, and he was curious as to the reason. The business in lard is keenly competitive, and price is the dominating factor when high quality is assured. The fact that the United States packers were first in the market need not prevent our first-class Canadian packers from getting more of the business.

Since 1920 the consumption of lard in Great Britain has increased steadily year by year; and the amount sent over by the United States has likewise increased; but Canada has been sending less each year. In the opinion of the Glasgow importer concerned, the Dominion might be sending a good deal more, in view of the fact that the majority of importers welcome Canadian products in preference to those of foreign countries, if quality and price are equal. This sentimental preference is one that is real and substantial.

Lard comes in boxes of 56 pounds each, divided into two sections by a central wooden partition, each section accommodating a 28-pound block. Quite a number of bakers in Scotland are satisfied with compound lard for certain purposes. Price is apparently the deciding factor here also.



## BUSINESS CONDITIONS IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, March 21, 1924.—Iron and steel business in the Scottish areas in the middle of March may be reported as comparatively uneventful. Inquiry for heavy and light sheets is very active, and good quantities are being shipped to Japan and one or two other markets. The rail mills are busy with orders from the home railways, who have recently been placing huge orders throughout the country for equipment and material of all kinds, and who are engaged in large schemes of betterment and reconstruction, especially in the direction of electrification.

Exporters in the coal trade are receiving good orders, and large inquiries are coming forward. Shippers are, however, reluctant to bind themselves to extensive commitments because of the uncertainty caused by the dispute between the miners and owners, which threatens a strike next month.

Improvement in the shipbuilding yards continued during February. Many new keels have been laid, since shipping companies have at length realized that prices have been cut to rock bottom, and nothing can be gained by further waiting. How far prices of new ships have fallen since 1922 will be realized when it is stated that a vessel of about 7,500 tons (dead weight) can now be built for £75,000, whereas two years ago it would have cost £250,000. Manufacturers of machine tools are getting a larger volume of business. Railway orders have had a material effect on this industry. Orders for locomotives have come in good volume to Scottish makers and further good business is in sight.

The Scottish tweed manufacturers are now doing better business, and a number of contracts for special lines have been received from the Continent, the Far East, and the United States. The general demand for knitted woollen goods for outer wear is keeping up well, and this branch of the woollen industry is probably the busiest of any.

## AUSTRALIAN TRADE RETURNS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 3, 1924.—Recently issued statistics of Australian over-sea trade for the first six months—July to December—of the current financial year ending June 30, 1924, show a total value of £124,002,111. Imports amounted to £70,091,815 and exports to £53,910,296, thus disclosing an adverse trading balance of £16,181,519.

In comparison with the corresponding period of the previous year, the imports increased in value by £4,430,767 and the exports were £4,083,637 less. While the imports generally have gone up, a marked feature of the returns is a decline in dry goods of almost every description, and more especially piece goods, which show a falling off of £3,212,852. Hosiery and knitted goods decreased by £599,356, and woollen yarn by £851,564. On the other hand, motor chassis increased by £1,779,488, and timber by £1,375,717. Other items of interest to Canada, such as agricultural implements, canned fish, hardware, machinery, paper, etc., were also in larger demand.

Wheat exports increased by £1,634,418, greasy wool by £620,985, and flour by £755,432, but other primary products—scoured wool, hides, meat, tallow, butter, cheese, fruit, etc.—were shipped in much smaller quantities.

The values of the Australian imports and exports, under general classifications, during the first six months of the fiscal years 1922-23 and 1923-24 are appended for comparative purposes.

## AUSTRALIAN IMPORTS

	July-Dec., 1922	July-Dec., 1923
Foodstuffs of animal origin .. . . .	£ 726,261	£ 1,109,264
Foodstuffs of vegetable origin .. . . .	2,875,210	3,220,960
Spirituous and alcoholic liquors .. . . .	908,873	1,034,652
Tobacco and preparations thereof .. . . .	784,073	1,487,655
Live animals .. . . .	38,282	110,857
Animal substances not foodstuffs .. . . .	439,046	523,958
Vegetable substances and fibres .. . . .	1,408,741	1,330,637
Apparel, textiles, etc. .. . . .	25,229,567	19,790,881
Oils, fats and waxes .. . . .	2,823,286	3,323,122
Paints and varnishes .. . . .	250,480	333,221
Stones and minerals, ores, etc. .. . . .	145,176	404,414
Metals, machinery, etc. .. . . .	15,723,322	21,206,342
Rubber and leather manufactures .. . . .	1,189,922	1,591,926
Wood and wicker manufactures .. . . .	1,903,166	3,332,178
Earthenware, chinaware, etc. .. . . .	1,133,687	1,233,653
Paper and stationery .. . . .	3,168,046	3,421,401
Jewellery and fancy goods .. . . .	1,325,250	1,466,546
Optical, surgical instruments .. . . .	594,791	742,432
Drugs and chemicals .. . . .	2,018,183	1,924,887
Miscellaneous .. . . .	2,954,494	2,463,876
Gold and silver .. . . .	21,192	38,953
Total .. . . .	£65,661,048	£70,091,815

## AUSTRALIAN EXPORTS

	July-Dec., 1922	July-Dec., 1923
Foodstuffs of animal origin .. . . .	£ 8,870,670	£ 4,535,489
Foodstuffs of vegetable origin .. . . .	4,549,977	7,256,201
Spirituous and alcoholic liquors .. . . .	160,673	184,273
Tobacco and preparations thereof .. . . .	384,485	190,937
Live animals .. . . .	165,756	73,164
Animal substances not foodstuffs .. . . .	33,771,394	31,519,804
Vegetable substances and fibres .. . . .	603,111	568,450
Apparel, textiles, etc. .. . . .	479,309	405,943
Oils, fats and waxes .. . . .	1,053,847	481,922
Paints and varnishes .. . . .	35,303	22,088
Stones and minerals, ores, etc. .. . . .	1,720,586	1,954,708
Metals, machinery, etc. .. . . .	2,377,923	2,836,061
Rubber and leather .. . . .	500,443	505,227
Wood and wicker manufactures .. . . .	592,248	640,251
Earthenware, chinaware, etc. .. . . .	46,800	53,333
Paper and stationery .. . . .	126,299	201,127
Jewellery and fancy goods .. . . .	100,607	92,983
Optical and surgical instruments .. . . .	81,301	86,918
Drugs and chemicals .. . . .	274,736	302,089
Miscellaneous .. . . .	303,479	522,054
Gold and silver .. . . .	1,794,986	1,477,274
Total .. . . .	£57,993,933	£53,910,296

## ECONOMIC AND FINANCIAL CONDITIONS IN INDIA

TRADE COMMISSIONER H. A. CHISHOLM

## BALANCED BUDGETS

Calcutta, March 5, 1924.—For the first time in three or four years the Central Indian Government and Indian Provincial Governments are now showing balanced budgets at the end of the fiscal year closing February 29. Severe retrenchment in civil, and particularly military expenditure, together with increased taxation, has brought this about. As a result of sound finance Indian Governments have been able to place their loan requirements in London on exceedingly favourable terms. In his Budget Speech of February 29, Sir Basil Blackett, the Finance Member of the Government of India, referred to the steadily growing volume of Indian exports during the fiscal year 1923-24 and on the other hand to the disappointing customs revenue from imported goods.



The improvement in the import trade which had been expected during the year had not materialized, but the Finance Member ventured to hope that the year 1924-25 would show better import trade conditions and a consequent increase in customs revenue. The only change of any note in Indian customs or excise for the ensuing year is the reduction of the tax on petrol from six annas to four and a half annas (nine cents) per gallon. This is of some assistance to the motor car trade of India in that it lightens to a slight extent the expense of motoring.

*India's Exportable Surplus of Wheat Exhausted.*—India's export trade in tea, cotton, jute, oilseeds, and rice continues to be satisfactory. It is of interest to the Canadian wheat grower, however, that Indian exports of wheat have fallen away sharply during the last two or three months, showing that India's exportable surplus of wheat has become pretty well exhausted. During January, 1924, export wheat shipments amounted to only 1,415 tons as compared with 64,000 tons in January, 1923, and to 15,600 tons in December, 1923, as compared with 58,000 tons in December, 1922. The new wheat crop is beginning to be harvested at the present time, but no dependable estimate of the yield for all India will be available until April or May. At time of writing wheat crop conditions are reported to be normal. In any case, for the next four or five months only comparatively small quantities of Indian wheat will be available for export.

Rupee exchange has shown weakness during the last fortnight, and for the first time in three months has dropped below a sterling equivalent of 1s. 5d. The Government of India has taken advantage of the recent marked strength of the rupee to remit large sums to London to meet its obligations there, thus assisting very materially in the maintenance of rupee-sterling exchange levels. A very slight improvement has been apparent in the import trade situation. Although stocks in India of nearly all classes of imported goods are low, forward inquiries are small in volume and buying is only for immediate requirements.

### CONSIGNMENT SHIPMENTS TO INDIA

Mr. H. A. Chisholm, Canadian Trade Commissioner in Calcutta, writing under date February 25, 1924, lays emphasis on the fact that one of the difficulties he has to encounter in arranging representation for Canadian firms in India is their extreme reluctance to try out that market in small sample consignments. He points out that no good firm in India need take the risk of sending in orders for lines of goods they know nothing about. The exporter in Canada must take that risk if he is in earnest.

The Canadian exporter who wishes to enter this market for the first time must be prepared to ship on a consignment basis. Consignment is the rock on which most of the negotiations on behalf of Canadian firms in India have broken down. The average reliable firm in India is quite indifferent with regard to taking on new lines. The following is typical of the remarks he encounters: "We are not going to risk our money on some line we know nothing about. Tell your people to send us out a small consignment and we shall test the market for them. If we find there is a profitable market, we shall only be too glad to send in subsequent orders and to spend our own good money in developing the market." It is forthwith represented to the Canadian firm in question that it is quite necessary to make an original consignment shipment. But they too often come back with some such remark as, "We seldom make consignment shipments to other parts of the world and we don't propose to make an exception of India." And there the matter comes to a deadlock. If the import trade in India were thriving, many good firms might be in a mood to

risk trial orders for untried lines, but at the present juncture India is a buyers' and not a sellers' market, and if the seller wishes to establish himself in that market he must take the risk.

Mr. Chisholm adds that if the Canadian exporter wishes the office of the Canadian Trade Commissioner to act for him, he should be prepared to accept its judgment as to conditions on the spot. No consignment shipments are recommended if the importer himself can be persuaded to take the risk, nor is the policy of sending consignments ever advised to any but trustworthy and well-established houses.

## THE DEVELOPMENT OF BRAZILIAN MARKETS

TRADE COMMISSIONER P. W. COOK

*[This is the first of a series of reports on trading conditions in Brazil. Subsequent reports will deal with specific opportunities for Canadian goods.]*

### 1. Introductory

Rio de Janeiro, March 19, 1924.—The United States of Brazil is by far the largest republic in South America. In area it exceeds 3,298,000 square miles. Its wealth and natural resources are inestimable. It has a population of over 30,000,000 and could support five times that number. It possesses admirable port facilities and its climate is so wide in range that a great variety of agricultural products can be produced and exported to advantage. There are nearly 29,000 kilometres of railway in the republic, and 2,200 are now under construction. Its buying power, while not accurately represented by the figures of population as the needs of the peasantry of the interior are primitive and embrace but the simplest articles, is probably double that of any other South American country. But Brazil ranks only twenty-first among Canada's customers. Her import from the Dominion is less than half that of the Argentine Republic, the population of which is less than 9,000,000; it is about a quarter that of New Zealand; one-eighth that of Australia. Of recent years Canadian activity has been restricted by conditions of exchange, transportation, tariff, and post-war depression, but there is no reason why Canada should not now secure a greater share of Brazil's import trade.

*Natural Resources.*—Brazil in 1923 produced about 75 per cent of the world's supply of coffee—19,000,000 sacks out of 25,000,000 sacks. This constituted a record: the 1924 crop in Brazil is estimated at about 14,000,000 sacks. Brazil possesses all the necessary conditions of soil and climate for the production of cotton, which at present reaches from 750,000 to 1,000,000 bales per annum, and it is probable that this could be increased ten to twenty times, and it is possible to secure two crops each year. The value of exports of cotton in 1922 was £3,059,000, or 4 per cent of the total. The present difficulty is lack of transportation facilities. The immediate development of the cotton industry would appear to depend upon the establishment of ginning machinery on a much larger scale in the interior in order to permit baling for cheaper transport, and more careful seed selection.

While Brazil in the earlier part of the century produced the greater part of the world's rubber supply, its position has been so seriously affected by Malaya that its shipments are now comparatively small. The exports in 1922 were valued at £1,468,000. The exports of hides and skins were valued at 1922 at £3,128,000. The sugar crop for 1924 is expected to reach 800,000 tons, or more than double that of 1913, and the exports are increasing. In 1922 the exports of tobacco were valued at £2,140,000 as compared with £1,767,000 in 1921.



Brazil is probably the richest of all countries in workable woods, although the majority are very hard varieties. Lumber exports during 1922 were 130,956 tons valued at about £659,000. The chief export is to Argentina and Uruguay, their purchases being largely Parana pine, cedar and jacaranda. It is but a question of time and the establishment of adequate transportation facilities before Brazilian hardwoods are exported in much larger quantities. The Brazilian Government actively supports this industry by granting loans on mortgage.

Other Brazilian productions of importance include gold, silver, iron, diamonds and precious stones, manganese, cocoa, fruit, matte, maize, beans, and carnauba wax.

*Foreign Commerce of Brazil.*—For the last year for which full statistics are available, namely, January to December, 1922, the imports of Brazil were as follows:—

Live stock.. . . .	£ 159,000
Raw material.. . . .	11,218,000
Manufactures.. . . .	25,376,000
Foodstuffs.. . . .	11,388,000
	<hr/>
	£48,641,000

Of supplying nations Great Britain ranks first with £12,544,822, United States second with £11,081,644, Argentina third with £6,737,686, Germany fourth with £4,309,270. In sterling the total shows a reduction of about £12,000,000 as compared with 1921, but in milreis the amounts are almost identical. Exports were valued at £68,578,000, an increase of £19,386,000 over 1921.

*British Financial Influence.*—To the year 1922 Great Britain had placed in Brazil as Federal loans about £111,000,000, state loans £15,500,000, municipal loans £14,500,000, or a total of £141,000,000, and British capital controls some 58 public utilities and industrial enterprises, the total capitalization being £114,049,037. Among those the most important is the Brazilian Traction Light and Power Co. (largely Canadian), £41,896,566. This added to loans brings the present British capital investment to £255,049,037. There is not included investment in business concerns and industries, with Brazilian domicile but actually British houses, which doubtless amounts to £50,000,000 or £75,000,000. There are eighteen banks established in Brazil, of which five are British, including the Canadian Bank of Commerce and the Royal Bank of Canada.

*Exchange and Currency.*—The exchange situation of recent years has been very serious, as violent fluctuations occurred periodically and it was impossible to assume stability from one week to another. The normal par value of the milreis is 27d. or 54.61 cents Canadian gold, but a temporary gold note issue of 15d. value, under the Conversion law of December 6, 1906, has given rise to an erroneous impression that such is the par value. In recent years the milreis has never approached this figure. During 1921 it remained fairly steady at about 20 cents. After the Centenary celebrations in September, 1922, it materially depreciated, reaching a low level of about 10 cents. In November, 1923, it touched a new low level of about 8½, the depreciation from January having been almost uniform. Since November, 1923, however, recovery has been marked, and during the last few weeks the milreis has remained steady at between 12 and 12½ cents. It now appears reasonably certain that there is as yet no economic reason for assuming the maintenance of a higher level than 11 to 13 cents. The maintenance of any stable rate, say 12½ cents, would do much to facilitate Canadian export, and the present outlook in this respect is better than has been the case for some years past.

The difficulty to the Canadian exporter is transportation, and until this question is solved by the maintenance of direct service from St. Lawrence ports in summer and from Maritime ports in winter, Canadian enterprise will remain seriously handicapped. Assuming the establishment of such direct service, the Canadian exporter would to-day approach with increased confidence the task of developing the important and growing markets of South America's largest republic.

*Industries of Brazil.*—Brazil is industrially the most advanced of South American republics, and in many lines is producing more than sufficient quantities for home consumption, so that already an export trade in manufactured goods has begun. The variety and excellence of Brazilian manufactures was amply demonstrated during the Centenary celebrations of 1922, when the wide range of native factory products on exhibit was a reminder that industrial development is not diminishing, but changing, the character of importation. And these changes must be closely observed if full advantage is to be taken of market opportunities.

The rapid progress of national industries during the Great War was due to a number of causes: the initiative and adaptability of Brazilian enterprise and importation of technical machinery and skilled labour; the protection afforded by increased customs tariffs and depreciated currency; stimulated demand resulting from the war and temporary reduction of imports; the development on a large scale of cheap hydro-electric power; and the increased production of raw products.

Thus in many lines importation is being decreased, or rather supplanted, by the establishment of local factories under foreign control and financed by foreign capital. As examples of this, one may cite the General Electric Company of the United States, which now makes lamps in Brazil, and the Goodyear Tire and Rubber Company which are undertaking the production of tires. For some years now the Ford Company have been assembling locally.

Cotton textiles of various classes are the most important item of Brazilian industrial production, followed by beers and other beverages, boots and shoes and tobacco. In these commodities national production is now such that importation is reduced to a minimum. The following table clearly indicates, in regard to more important products, the relative situation of national production and importation at January 1, 1920:—

Article.	Import.	Local production.	Percentage produced locally.
Cotton and other textiles.. . . .	81,027:735\$	823,900:367\$	90.4
Beverages.. . . .	37,952:350\$	300,944:231\$	88.8
Preserves . . . . .	4,584:372\$	114,303:209\$	96.1
Boots and shoes.. . . .	643:336\$	110,633:816\$	99.4
Tobacco.. . . .	7,342:689\$	101,875:062\$	93.3
Hats.. . . .	1,215:049\$	43,627:743\$	97.2
Matches.. . . .	940\$	34,732:128\$	99.9
Hardware.. . . .	7,242:370\$	33,605:536\$	82.2
Candles.. . . .	26:917\$	14,828:567\$	99.8
Wall paper.. . . .	73:274\$	3,874:273\$	98.1
Playing cards.. . . .	147:010\$	1,977:653\$	93

Brazilian currency is expressed as follows:—

One real is written.. . . .	Rs.	0\$001
One milreis is written.. . . .	Rs.	1\$000
One conto of reis (one thousand milreis) is written.. . . .	Rs.	1:000\$000

Sales taxes are levied on a large number of articles by the stamp system, and during the year 1921 aggregated 170,420:000\$000, of which more than 50 per cent was paid by the state of Sao Paulo and the Federal District of Rio de Janeiro.



The war was but a stimulus to a long established industrial organization. Extraordinary wealth of natural resources, cheap labour and unlimited hydro-power make it inevitable that Brazil should be an industrial as well as an agricultural nation. And that she is becoming more industrialized every year is beyond question.

The great problem still to be solved is that of iron and steel and their manufactures. In the meantime, for these items and for many others which will be dealt with in subsequent reports of this series, Brazil remains largely dependent upon import.

## TRADE AND INDUSTRY IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

*Import Situation.*—The total importations into Belgium for January were 2,558,108 metric tons, 374,919 tons better than January of last year and 329,180 tons better than December. Compared with January, 1923, food products show a negligible decrease, while manufactured goods have dropped by roughly 13 per cent. Importations of raw materials and slightly worked up goods have increased by nearly 22 per cent. The balance of trade for the month is unfavourable to Belgium to the extent of 1,347,865 tons, against 837,615 tons in January last—a big difference. Net tonnage entered at Antwerp for January was 1,752,127, an increase of 24,457 tons over January, 1923. Customs duty collected for the whole of last year was 378,876,380 francs for a total importation of 12,563,000,000 francs, or just over 3 per cent. Total January importations from the United States this year amount to 89,563,450 kilos, valued at 169,709,560 francs. This compares favourably with January of last year, i.e. 88,092,462 kilos valued at 120,149,113 francs. While there has been an increase of 7,289 tons in raw materials imported, Belgian purchases of United States manufactured goods have dropped by nearly a million francs, whereas by weight they have dropped from 2,793 tons to 1,524 tons.

Importations of food products, which play a part in United States shipments to this market almost equal to those of raw materials, being necessities, came forward in January to the extent of only 4,861 tons less, the total being 41,580 tons. It would appear therefore that the depreciation of the franc is affecting very adversely the importation of manufactured goods from America, but is not affecting the importation of raw materials and only slightly that of food products.

What is true of American exports is, generally speaking, true of Canadian trade, but the general movement can be seen more readily in United States trade, where the flow is larger. Typical of exports of raw materials from Canada is asbestos. For the last nine months of 1923, Belgium has taken 5,851 tons, while during the same period of 1922, 3,959 tons only were purchased. Asbestos is still coming forward in good quantities. Canada's principal export, grain, continues to be purchased in spite of exchange. Dominion shipments to Belgium for nine months of 1923 were \$8,012,721, against \$4,799,997 for the same period last year. The situation is similar in regard to cheese, which is at present in good demand. Where nine months of 1922 saw an importation of 3,966 cwt., the same period in 1923 shows an increase to 5,058 cwt. Butter also increased from 13,996 pounds to 266,735 pounds. Bacon during this period rose from 1,610 cwt. to 1,867 cwt. Tobacco showed a decrease in weight: 175,722 pounds as against 60,695 pounds, but the dollar value was slightly higher. In regard to salmon, the sale this year is more than twice that of last year. Sales of flour, on the other hand, show a decrease from 5,757 barrels to 3,895 barrels. Macaroni sales have not been evident since 1921, although sales have been made. There have been no sales of Canadian cattle here since November, but there are indications of early purchases by Germany.

Agricultural implements continue to arrive: the nine months arrivals ending December included \$54,733 worth of binders and harvesters, \$22,842 worth of hay rakes, and \$17,787 worth of miscellaneous farm machinery. The business in binders and harvesters has fallen off slightly, and this is true of mowers when compared with last year, but miscellaneous implements show \$6,000 increase.

Importations of typewriters have ceased, although adding machines continue to come forward; twenty arrived in December last. No tools have been imported recently. As for automobiles, the importation appears to be slowing up, 194 cars having entered from April to December in 1923, against 301 the previous year.

*Industrial Situation.*—Industrially the year 1923 may be considered the most prosperous since the slump in 1921, and the prosperity shows no signs of abatement. True, the prosperity is dependent on the low exchange value of the franc, nevertheless, foreign drafts arriving in payment of Belgian exports are available for the purchase of Canadian grain and other foodstuffs and the flourishing condition of Belgian industry bodes well for continued Belgian purchases in the Dominion. In textiles the situation remains excellent.

*Stock Exchange.*—On the Stock Exchange, Government securities remain weak. Speculation continues on all classes of industrial shares, the prices of which have been forced up to a dangerous level. Buyers no longer pay any attention to dividends and at present prices the yield, in most cases, does not exceed  $2\frac{1}{2}$  to 3 per cent. Bank stocks shared the general rise during 1923.

## THE GERMAN TOY INDUSTRY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, March 19, 1924.—The production of toys is one of the most important German industries from the point of view of export trade. At the present time this industry is passing through a severe crisis. Owing to the high cost of raw materials, German toys can no longer be cheaply produced and the competition of other countries is again being experienced in the principal toy markets of the world. For this reason the toy section was the least successful of all branches of trade at the Spring Fair recently held in Leipzig.

Before the war the annual production of toys in Germany had a total value of over \$33,300,000, of which more than 73 per cent was exported abroad. German toys dominated the principal markets of the world. During the war Japan, the United States, Great Britain and other countries took advantage of the opportunity to develop their toy industries and render their markets independent of imports from Germany in the future. Of these countries Japan was the most successful and Japanese toys secured a foothold in the United States market. The low exchange value of the German mark after the war, however, enabled the German exporters to recapture their markets without difficulty. Japanese exports of toys to the United States accordingly amounted in 1920 to only one-fifth of those in the previous year. With the stabilization of German currency towards the end of last year, the position of the German toy industry became more difficult. The first effect of the stabilization was to greatly increase the cost of raw materials. The prices of German toys therefore rose above those quoted by other countries, and only on the basis of superior quality could export orders be secured. Japanese competition again became a serious factor on the American market. At the present time comparatively few export orders for dolls, stuffed animals and metal toys are being executed. The business in wooden toys is better, but strong competition is being experienced in this line from Czecho-Slovakia.



*Figures of Exports.*—The export of toys from Germany during 1923 amounted to a total value of \$30,263,000, as compared with \$24,600,000 in 1913. The German trade statistics only show quantities and not the value of exports. The total toy export in 1923 amounted to 56,054 metric tons as against 60,733 metric tons in the previous year. The following table shows the countries to which these toys were shipped last year:—

Exported to:—	Quantity. Metric Tons.
United States.. . . .	21,385
Great Britain.. . . .	17,499
Holland.. . . .	3,726
Argentina.. . . .	1,609
Denmark.. . . .	1,213
Switzerland.. . . .	934
Canada.. . . .	866
India.. . . .	860
Belgium.. . . .	797
Sweden.. . . .	588
Mexico.. . . .	535
Austria.. . . .	534
Italy.. . . .	412
Cuba.. . . .	405
British South Africa.. . . .	404
Egypt.. . . .	336
Brazil.. . . .	332
Dutch East Indies.. . . .	303
Other countries.. . . .	3,316

It will be seen from the above table that Canada is the seventh largest customer for German toys, and that the United States and Great Britain together took over two-thirds of the total quantity of toys exported from Germany in 1923. It is the falling off in export orders from these two sources that is causing the present crisis in the German toy industry.

*Nature of the Toy Industry.*—The majority of German toys are manufactured in factories, since machines are indispensable for the execution of fine work in large quantities. The principle of mass production cannot, however, be said to apply, and the endeavour is made to give each product an individuality of its own. In Thuringia and the Erzgebirge districts of Saxony there is the well-known household industry for the production of toys. Intermediaries distribute raw material to the houses, where each family works on its own, and they then collect the finished goods and arrange for their sale on the market. In some cases the intermediaries are manufacturers, who distribute piece work to the household workers.

A large proportion of the German toys reach the market through the Leipzig fairs, which are attended by toy buyers from all parts of the world. Recently there has been a tendency for the large British, American and other toy importing houses to establish buying offices in the leading centres of the industry, particularly in Sonneberg.

Toys are made in all parts of Germany and the products comprise all kinds of toys. There are, however, several well defined areas in which the production of toys is the chief occupation of the inhabitants. The most important of these is the Sonneberg District in the Thuringian Highlands, where dolls; toys made of porcelain and glass; dolls' eyes; Christmas tree ornaments favours and toys made of papier-maché; boxes of colours; building blocks and educational games; plush, cloth and felt animals are made, chiefly by household workers but also in factories. Nuremberg in Bavaria is the centre of another important district, especially noted for its metal and mechanical toys of all kinds. The range of toys made in this district also includes tin and pewter figures; doll parts of metal; stone building blocks; cloth and felt toys; especially teddy bears; trumpets and rattles; and cinematographs. In the Erzgebirge districts of Saxony the finest wooden toys are made, such as wooden animals, trees, dolls' houses and

furniture, figures and carts. The production of toys in this district is a household industry, based largely on the wood-carving ability of the inhabitants. In the Göppingen district of Wuerttemberg there is also a household industry occupied with the making of tin toys. There are many toy factories in the Berlin area, and other parts of Central Germany producing chiefly cloth dolls, cloth animals, artistic dolls, and educational toys. Apart from these principal toy-producing areas, there are factories scattered throughout Germany making different kinds of toys. Thus tin toys and boxes of printing outfits are manufactured in Leipzig; tool boxes in Cassel; musical toys in South-West Saxony; character dolls in Leignitz; rubber balls and dolls in Harburg and Brunswick; and celluloid and rubber toys in Mannheim.

### FLOUR SITUATION IN CHINA

Dr. J. W. Ross, Canadian Trade Commissioner in Shanghai, in response to inquiries, writes as follows, under date March 6, 1924, on the sale of flour in China and Hong Kong:—

For the past three years there has been a very active demand for foreign flour in Hong Kong and China, for the reason that the China wheat crop during those years was almost a total or partial failure. China is a large producer of wheat, and it is only in seasons when the crop is a failure that a large demand for flour or wheat from foreign countries exists, so that the China flour market cannot always be depended upon as being a permanent one for a large volume, although there must be a constant demand, particularly in Hong Kong, for foreign flour, as that port and all the south of China produces no flour of its own.

At the present moment the flour situation is very dull and the market is overstocked, with the result that flour is being sold at a lower price than it can be laid down for in order to clear the market. In conversation with a large importer yesterday, he stated that he had handled 160,000 barrels of flour during this season, but he was not in the market for any at present, as it was too uncertain, being late in the season and near the time when the China wheat crop will be upon the market, which will be about July 1, for it is all winter wheat which is taken up in June.

The China flour market is always one of price. The Chinese demand a white flour at a low cost. Patent flours are not sold here, excepting in a very small quantity for foreign consumption. What is demanded is "cut off," "second clears," or other low-grade flours. Quotations must be made on sacks of 49 pounds each and price quoted by the barrel c.i.f. Shanghai.

### ITALIAN HIDE AND LEATHER MARKET ACTIVE

Foreign buyers of hides and skins have continued to take an active interest in the Italian markets, says the *Leather Trades Review*. The American buyers confine themselves principally to cow and ox hides, while German, Swiss, French, and Czecho-Slovak buyers took small lots of various kinds of hides and skins. Owing to the high foreign quotations, the prices for ox and cow hides and calf-skins rose considerably. Italian tanners bought very few hides and no calf-skins, hoping in this manner to reduce prices. All classes of leather had a fair sale on the market at steady prices. The demand for sole leather continued. There was an increased supply of heavy sole leather, but as the demand for this grade increased there was no decrease in price. Exchange fluctuations disorganized the Palermo sumac market, and there was practically no speculative buying. Arrivals were scarce and exporters took very few orders. Slight price reductions were noted, but these were regarded as only temporary.



## MISCELLANEOUS PRODUCTS IN DEMAND IN JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

Below a number of miscellaneous products for Java and the other islands of Insulinde are considered.

*Adding Machines.*—For the Canadian fiscal year 1922, Canada sent into the Netherlands East Indies adding machines to the value of \$8,280 (Canadian). For the next year this had fallen to six machines valued at \$900. In this instance the Dominion has probably only been used as a source of supply in conjunction with the United States.

*Asphalt.*—The imports of asphalt were for 1920, 50,761 kilos; for 1921, 391,056; and for 1922, 805,897 kilos, showing an increasing demand. Great Britain sends in about 4,000 kilos a year.

*Beads.*—For beads and glass pearls there would seem to be a good demand. Japan, Holland, and Great Britain are in a strong position, and it is doubtful whether Canada can compete. Down in the small islands such as the Moluccas this is an attractive native line and it is chiefly a question of cheapness.

*Cigarettes and Tobacco.*—The Javanese are inveterate cigarette smokers, and excellent native cigarettes are made locally of Java tobacco. They have more the flavour of the French cigarette than of the Virginian. Virginian cigarettes in fact, in spite of the efforts of various world-renowned makes, are not so popular as in the Straits Settlements. The Europeans prefer and smoke (as a rule) Egyptian cigarettes. The importations for 1920 were 1,135,800 kilos; in 1921, 2,054,200; and in 1922, 2,195,600 kilos. In the island trade the Virginian cigarettes would seem to be better appreciated. Tobacco was imported as follows: for 1920, 737,000 kilos; 1921, 1,122,800 kilos; and 1922, 1,066,100 kilos.

*Emery Paper.*—Emery paper retails at around 4 cent (gold) a sheet in Chinese tokos. It should be landed in Java at around 2 cents a sheet to compete.

*Greases and Oils.*—There is a big demand in Java for lubricating oil. One Canadian oil is on the market through a New York export house. The importation of vaseline is steady, while that of greases is a very spasmodic trade. The import of linseed oil is carried on in tins, barrels or drums. The tin contains 17 litres and is packed two tins to a case. The bulk of this product is being supplied by Holland.

*Ink Liquid and Powder.*—Gimborn's and Stephen's with other well-known makes are said to have the liquid ink trade. It would be extremely difficult, unless prices are very much undercut, for another make to find any welcome. One importer expressed interest in regard to powdered ink. A sample with c.i.f. price Batavia should be sent.

*Jewelry.*—The types of jewelry for Java are varied. Western manufacturers have been led to believe there was always a demand for cheap jewelry; but only special types of cheap Western jewelry are marketable. The Germans, who have manipulated these trades better than the English, have taken the trouble to ascertain what was wanted and then supplied it.

The principal lines to consider for Canadian exporters are cheap rolled-gold studs for the white patrol jacket collars; cheap watch chains; cheap, flashy brooches for the Javanese women's jackets (at least in sets of three); metal buttons, cheap bracelets, etc. This business to-day is a mail parcel one, and particularly in studs, one American firm is doing a fair trade. The men wear chains sometimes of a heavy Dickens type. Half-caste girls often wear imitation rings with narrow and light rolled gold shank. White gold jewelry in imitation of platinum is well in. All that German ingenuity can do is done in the way of

rolled gold wristlets for wrist watches. With her present demonetized exchange, Germany can send out wonderfully fine mesh bags, dorine boxes, link buttons, earrings, locket, scarf pins, cigarette cases and holders for the European trade. Also in the native women brooch trade it will be difficult to meet Czecho-Slovakian prices. The importations of base metal ornaments into Java were (in 1,000 guilders) for 1920, 449; for 1921, 197; and for 1922, 138. Over 150,000 gross of metal buttons are imported annually. Japan does a trade of around 10,000 guilders annually in celluloid bracelets. Large quantities of imitation gold thread are also imported for Javanese costumes and theatres. Tortoise shell is worked locally for making combs, boxes, etc. For little pocket mirrors of the tawdry type that cost a cent (gold) or so there is no sale.

*Matches.*—Owing to duty, matches are expensive. The match trade was originally in the hands of Sweden, with a fraction of the business English. In the early nineties, Japan came into the field. The position to-day would seem to be that Swedish matches are required, while English matches have disappeared. In units of 100 gross boxes, importations were for 1920, 65,907; for 1921, 38,190; and for 1922, 43,253.

*Sewing Machines.*—This trade is in the hands of one large American company whose overseas selling organization is a model for the world. Against it the writer found one German firm endeavouring somewhat in vain, it seemed, to make headway by the consignment method. Like gramophones, bicycles, etc., sewing machines are sold on the monthly payment system. In 1921, 21,565 machines were imported. One firm has the market by means of its able distribution methods. Canadian manufacturers may be interested to know it took over ten years to build up this organization.

*Tar.*—Quite a fair import trade is done in tar. There is particularly good demand for coal tar and a fair demand for vegetable.

*Tarpaulins.*—One importer stated that there is a small opening for tarpaulins. Substantial samples are desired with c.i.f. prices Java port per square yard by this house.

*Ties.*—Railway ties or sleepers are not for the moment in demand, as native woods are used or cast iron sleepers from Germany, into which a large quantity of war scrap metal went, at a ridiculously cheap price. Tie sizes are 200 by 22 by 12 cm. One importer was prepared to receive samples of Canadian ties if any shipper cares to forward them free of charge.

*Tea Chests, etc.*—Tea chests are being made locally as well as being imported from Japan, etc. Illustrations of these may be obtained from and a specimen box examined at the Department of Trade and Commerce, Ottawa. The outside dimensions are 24 by 19 by  $\frac{1}{2}$ -inch. Cubic contents are 5 cubic feet. Tea chests are made of odorless woods.

*Toys.*—There is a good business done in really cheap toys, Germany and Japan predominating as supplying countries. In metal toys Germany is probably much too strong for Canada to compete. In simple wooden toys Canadian firms might do a small business. Little boxes of wooden building blocks made up from hardwood waste often used in Canada for firewood might afford an opening. Business is to be done in toy automobiles, dolls, dolls' perambulators, scooters four-wheeled by a hand lever and crank if prices are cheap. Expensive toys are not wanted. Little novelty toys at a cent apiece and such like are also sold by hawkers. There seems to be a good business done in celluloid toys such as little animals, balls, dolls, etc., for the native trade.



**White Zinc.**—The importations of white zinc are large, although naturally they have fallen off from the boom year, 1920, when 1,687,403 kilos were imported. White zinc is used far more than white lead which, it is claimed by some, the climate yellows. Last year 570,890 kilos of white zinc came in.

**Wooden Piping.**—Wooden piping has not always proved a success in Java. The writer, however, received one inquiry for it while in the interior.

**Wood Handles.**—Handles for engineers' and blacksmiths' sledge hammers are imported from the United States in small quantities. The bulk seems to be second grade hickory. The writer sees no reason why rock maple could not compete at a cheaper price. The sizes in use are: 12-, 14-, 16-, 18-, 20-, 22- and 24-inch. An idea of price can be gauged from that of size 20-inch which in July, 1923, was coming in free godown at 10 cents (Canadian) apiece. This trade is small.

## **NEW STEAMSHIP SERVICE BETWEEN ITALY AND CANADA**

Mr. W. McL. Clarke, Canadian Trade Commissioner at Milan, writes under date of March 15, 1924, that, beginning with the sailing from Naples of the ss. *President Wilson* on April 15, the Consulich Line will operate a regular steamship service from Italy to Canada. These ships, which will call at Halifax, will carry passengers only, but it is anticipated that, as Italian shipments to Canada are entitled to most favoured nation tariff treatment, only when they are transported to Canada direct from Italy, or via a port the country of which enjoys with Canada most favoured nation tariff agreement, much of the Italo-Canadian traffic will make direct entry into the Dominion.

## **TARIFF CHANGES AND CUSTOMS REGULATIONS**

### **Canadian Customs Drawbacks for Shipments to New Zealand**

Advice has been received from the Canadian Trade Commissioner's Office in Auckland to the effect that when Canadian Customs drawback claims are being made for goods exported to New Zealand, it is desirable to have the amount of each drawback entered on the face of the invoice under each item for which it is claimed. This procedure is recommended as a matter of convenience. Exporters will note that Paragraph 4 of the certificate of value calls for a statement of any drawback allowed in the exporting country, and it is apparent that this paragraph should be properly filled in whether or not the extra information is given on the face of the invoice.

### **Proposed Revision of the Netherlands East Indies Tariff**

TRADE COMMISSIONER A. B. MUDDIMAN

Singapore, February 25, 1924.—Proposals for a revision of the Customs Tariff of the Netherlands East Indies in certain items have already passed the local "Volksraad," and will be further discussed in the "States General" in Holland. If passed in Holland, it is expected that these revisions will become law about the 1st of April, 1924. The goods in question are principally: films, silk yarns, incandescent mantles, clocks, haberdashery, spices and grocery, manufactured silk, cameras, toilet requisites (such as lotions for the hair, pomades, cold creams, powders, tooth pastes and dentifrices, etc.), soap, gunpowder, fireworks, ammunition, sports goods, furs, musical instruments, iron wire, etc., on nearly all of which the duty of 6 per cent ad valorem will be increased to 12 per cent. There will, however, be a reduction in the import duty on intoxicants and matches, if the suggestion is approved in Holland, in consequence of the steadily dwindling customs receipts due to the present high duties on these articles. On intoxicants the duty will be reduced from 3 florins a litre to 1.50 florins, while denatured spirits may be subject to a 6 per cent duty.

## Reduced Box Timber Duties in Australia

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 3, 1924.—The following by-law (No. 39), which is of considerable interest to Canadian timber exporters, has just been gazetted by the Commonwealth Department of Trade and Customs:—

"Timber, undressed for the manufacture of boxes and casks may be admitted under Item 291 (i) (1), under security. Admission under this item shall be restricted to undressed timber which would, but for this item, be classified under Items 291 (c), (f), (g) or (h)."

Under this ruling the rate of duty will hereafter be at the rate of 1s. (24 cents) per 100 superficial feet of such timber from all countries, as against the rates previously levied, viz:—

	British Preference	General
Item 291 (c) Logs, not sawn . . . . .	5%	10%
291 (f) Timber, undressed, n.e.i. in sizes of 12 inches by 6 inches (or its equivalent) and over, per 100 sup. feet . . . . .	3s.	4s.
291 (g) Timber, undressed, n.e.i. in sizes of 7 inches by 2½ inches (or its equivalent) and upwards, and less than 12 inches by 6 inches (or its equivalent) per 100 super feet . . . . .	3s.	5s. 6d.
291 (h) Timber, undressed, n.e.i. in sizes less than 7 inches by 2½ inches (or its equivalent) per 100 super. feet . . . . .	5s.	7s.

The high price paid in recent years by the Australian packer for box timber has been a material handicap in marketing his products abroad, and this concession in duty is to enable him to reduce costs and meet competition in butter, meats, fruits, jams, etc., on a more favourable basis.

## Signing Certificates of Origin

Exporters are reminded that signatures on combined certificates of origin and invoice forms should always be attached so as to include the essential parts of the document. In this connection attention is drawn to the United Kingdom form published in *Weekly Bulletin* of September 27, 1920, page 867 (reprinted in leaflet form), where, owing to a transposition of type, the declaration of origin is made to appear after the signature, which is obviously an error.

## TENDERS INVITED

### Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne, and the Commonwealth Postmaster General's Department, Melbourne, Australia. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa.

Tenders in conformity to the specifications should be addressed, respectively, to the Secretary, Victorian Government Railway Department, Melbourne, Australia, and the Deputy Postmaster General, Postmaster General's Department, Melbourne, Australia. Particulars of the requirements are briefly outlined thus:—

### VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of closing	Particulars
36960	April 23, 1924	Manufacture, supply and delivery of 425 two-position track and line relays, and 100 shielding windings, as specified.
36965	May 7, 1924	Supply and delivery of 100,000 lineal yards of canvas in bolts, each 36 inches wide, 16 ounces per square yard, and approximately not less than 52 yards in length, as specified.
36986	May 21, 1924	Supply and delivery of approximately 120 tons of mild steel angles and tees, as specified.
36985	May 21, 1924	Supply and delivery of approximately 327 tons of mild steel plates, as specified.



## POSTMASTER GENERAL'S DEPARTMENT

- 41 July 22, 1924 Supply and delivery or alternatively the supply, delivery and supervision of installation at Canterbury and South Melbourne (suburbs of Melbourne) of automatic telephone switchboards together with all associated apparatus, as specified.

## BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

- The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."  
 The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."  
 The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."  
 The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING  
APRIL 7, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 7, 1924. Those for the week ending March 31, 1924, are also given for the sake of comparison.

	Parity	Week ending March 31, 1924	Week ending April 7, 1924
Britain . . . . .£	1.00	\$4.86	\$4.4115
France . . . . .Fr.	1.	.193	.0564
Italy . . . . .Lire.	1.	.193	.0448
Holland . . . . .Florin.	1.	.402	.3780
Belgium . . . . .Fr.	1.	.193	.0445
Spain . . . . .Pes.	1.	.193	.1382
Portugal . . . . .Esc.	1.	1.08	.0319
Switzerland . . . . .Fr.	1.	.193	.1785
Germany . . . . .Mk.	1.	.238	.....
Greece . . . . .Dr.	1.	.193	.0178
Norway . . . . .Kr.	1.	.268	.1363
Sweden . . . . .Kr.	1.	.268	.2654
Denmark . . . . .Kr.	1.	.268	.1629
Japan . . . . .Yen	1.	.498	.4284
India . . . . .R.	1.	2s.	.3091
United States . . . . .£	1.	\$1.00	1.0218
Mexico . . . . .£	1.	.498	.4930
Argentina . . . . .Pes.	1.	.424	.3404
Brazil . . . . .Mil.	1.	.324	.1136
Roumania . . . . .Lei	1.	.198	.....
Jamaica . . . . .£	1.	4.86	4.4042
British Guiana . . . . .£	1.	1.	.....
Barbados . . . . .£	1.	1.	.....
Trinidad . . . . .£	1.	1.	.....
Dominica . . . . .£	1.	1.	.....
Grenada . . . . .£	1.	1.	.....
St. Kitts . . . . .£	1.	1.	.....
St. Lucia . . . . .£	1.	1.	.....
St. Vincent . . . . .£	1.	1.	.....
Tobago . . . . .£	1.	1.	.....
Shanghai, China . . . . .Tael	1.	.708	.7217
Batavia . . . . .Guilder	1.	.402	.3678
Singapore, Straits Settlement . . .£	1.	.367	.5148

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

483. FLOUR.—A firm in Hamburg wish to act as agents for Canadian shippers of flour.

484. CONDENSED AND EVAPORATED MILK.—A firm in Hamburg wish to act as agents for Canadian shippers of condensed and evaporated milk.

485. BUTTER AND BACON.—An import and export agent in Bilbao, Spain, wishes to be placed in touch with Canadian shippers of butter and bacon who would be interested in this market.

486. BUTTER AND CHEESE.—A firm of import agents in New York, specializing in butter and cheese, desire to secure exclusive agency of a Canadian firm for the distribution of butter and cheese in the United States market.

487. LARD.—A firm in Hamburg wish to act as agents for Canadian shippers of lard.

488. PACKING-HOUSE PRODUCTS.—A manufacturers' agent and importer in Mexico City, of British nationality, with good connections and ample resources, desires to secure representation for Canadian packing-house products.

489. CORNED BEEF.—A firm in Hamburg wish to act as agents for Canadian shippers of corned beef.

490. DRIED FRUITS AND CANNED GOODS.—A Rotterdam concern greatly interested in dried fruits, canned goods, etc., would be pleased to hear from Canadian exporters wishing to establish connections in the Netherlands.

491. SALMON.—A French firm desire to secure the agency for salmon of a Canadian exporter not yet represented in Bordeaux.

492. SALMON.—A prominent manufacturers' agent and importer in Mexico City, with good connections and ample resources, desires to communicate with Canadian exporters of canned salmon with a view to securing sole agency.

493. SALMON.—A manufacturers' representative in Mexico City, with first-class connections and expert knowledge of the trade, desires to secure connection with Canadian exporters of canned salmon. Correspondence in English.

494. LOBSTERS, ETC.—A prominent manufacturers' agent and importer in Mexico City, with good connections and ample resources, desires to secure agencies for Canadian exporters of canned lobsters and similar products. Correspondence in English.

### Miscellaneous

495. PASTEBOARD.—A Copenhagen firm of representatives and importers for own account desire connections with a large Canadian exporter of pasteboard. Prices and samples of the different qualities are wanted.

496. MILLBOARD AND CARDBOARD.—A Copenhagen firm of representatives and importers for own account desire connections with Canadian exporters of millboard and cardboard. Prices and samples of the different qualities are wanted.

497. TEXTILES, GLOVES, ETC.—A manufacturers' agent in Uruguay wishes to obtain the exclusive representation of a Canadian firm engaged in the manufacture of textiles, hosiery, gloves, fancy goods, etc.

498. ELECTRIC LIGHT FIXTURES, ETC.—A firm in New Zealand wish to receive catalogues and quotations from Canadian exporters of electric light fixtures and glassware and also domestic appliances of all kinds.

499. ELECTRICAL SUPPLIES.—A firm in New Zealand wish to receive catalogues and quotations from Canadian manufacturers of electrical apparatus of all descriptions, particularly high-tension meters and transformers.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report re Mail Subsidies and Steamship Subvention. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (c)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Over-seas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with China and Japan (1914). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhushplassen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of  
the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe.  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado  
Num. 126-bis, Mexico City. Office, Edificio  
Banco de Londres y Mexico, Num. 30. *Cable  
Address, Cancoma.*

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union  
Buildings, Customs street, Auckland. *Cable  
Address, Canadian.*

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O.  
Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol.  
*Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow,  
Scotland. (Territory covers Scotland and Ire-  
land.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.,

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House,  
Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona,  
Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy,  
Washington.



# Commercial Intelligence Journal

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Deputy Minister: F. C. T. O'Hara

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## TRADE COMMISSIONER D. H. ROSS'S VISIT TO CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, has arrived in Canada and is about to undertake a tour of the Dominion in the furtherance of Canadian export trade to the Commonwealth. Canadian firms who wish to interview or to be brought into touch with Mr. Ross are invited to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

## NEW FREIGHT SERVICE FROM CANADA TO ITALY

Messrs. Guy Tombs, Limited, Montreal, agents for S. A. Folden & Company of Canada, Limited, write that a new freight service will be established between Canada and Italy with the sailing from Montreal about May 25 of the Lloyd Mediterraneo ss. *Valverde* for Genoa, Leghorn and/or Naples. This will be a monthly service by modern boats, classed A1, and sailing under the Italian flag. The run between Montreal and Genoa, the first port of call, is expected to be made in twenty days.

APR 21 1924  
UNIVERSITY OF TORONTO

## NECESSITY FOR EXPORTERS TO STATE OCEAN FREIGHTS

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, April 2, 1924.—Although this matter has been repeatedly dealt with in this journal from many quarters, the necessity for manufacturers and exporters generally to inform the Trade Commissioners and possible customers of the ocean freight on their products from Canadian seaport to port of destination is even yet not generally realized in Canada. If quotations are c.i.f., as they should be if at all possible, the ocean freight is of course automatically included in the price, but f.o.b. vessel Canadian seaport quotations are those usually made, and it is the rule, with very rare exceptions, to fail to give any information regarding ocean freight. (To quote price at the factory or at an inland point in Canada is happily becoming a thing of the past).

The exporter may say that it is just as easy for the importer to learn what the freight is as for the exporter who makes the f.o.b. seaport quotation. Unfortunately that is not the case, and also unfortunately this fact does not appear to be generally known in the Dominion, in trade between Canada and the United Kingdom, the ocean freights are always made in the country of departure and never in the country of destination. Eastbound rates from Canada to Great Britain are made in Canada, and westbound rates are made in Great Britain, and these are rarely known in the other country, unless rates have remained stable for a considerable time, which is seldom the case at present, and in regard to which there is no certainty several thousand miles away. In the case of staple products coming in by every ship, and in trades in which daily cables are passing, the ocean rates are known in both countries, but with these exceptions the freights on nearly all products are quite unknown, even approximately, in the country of destination, and must be furnished if business is to be done without this unnecessary handicap.

As a case in point, the writer to-day called at a steamship office in the Canadian trade to try to ascertain the inward freight from Montreal on a certain product in which there was an excellent chance of doing business with a very large public service corporation, and on which only f.o.b. Montreal quotations had been given. The steamship people could give neither the rate nor the classification, and all rates from Canada had, they believed, gone up during the past few days. The public service corporation had calculated the rate at £30, whereas the nearest calculation the steamship company could make, on their old rates now out of date and uncertain classification, was about £10, a difference of about \$95 on one of the articles. If the higher rate as estimated by the corporation was correct, business could hardly have been done, as the landed price would have been too high, whereas the lower rate would probably have enabled them to place an order. The writer has had to cable to Canada to find out what the actual rate is, as the possible buyer has held the matter in abeyance for a few days. Such quotations are annoying and detrimental to business, and the astonishing thing is that the exporter does not appear to realize that himself, even with constant repetition of the advice contained herein.

There is still another point in this connection. Importers in this keenly competitive free market, with frequent quotations in front of them c.i.f. Glasgow, or delivered warehouse Glasgow, are not going to take the trouble to find out information about freights on a quotation f.o.b. from abroad. It is the seller's duty if he fails to quote c.i.f. to furnish this information, and apart from that, the buyer naturally does the easiest thing, which is to accept the quotation of a firm which give him a landed price, or at least an f.o.b. price with freight information requiring no calculations, cables or delay by correspondence.



## AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 11, 1924.—The Commonwealth conversion loan of £20,000,000 is officially reported to be meeting with a satisfactory response from present holders. This loan is for the purpose of paying soldiers' gratuity bonds falling due in May next, and is for optional terms of three, five, or ten years with interest at 6 per cent as against  $5\frac{1}{2}$  per cent now being paid. It will not increase the capital indebtedness of the country. Many soldiers are converting their bonds into the loan, as well as a large number of dealers and others who took the bonds in payment of goods and to whom a special appeal to convert is being made. It is not anticipated that much new money will be received owing to the fact that practically all the current war loans, maturing in 1925, 1927, 1930, and 1948, are at a discount and at the present market price show a return at maturity of approximately  $6\frac{1}{2}$  per cent.

The requirements of the loan, coupled with the unsolved problem of transferring to Australia the large accumulation of funds held by the Australian banks in London, which are so much needed, have had the effect of tightening up the money market to a marked degree from which it is anticipated there will be no relief at least until the loan closes in May. This is particularly evident in the curtailment of advances by the banks in property transactions and in obtaining funds for trading requirements over and above the overdraft limits of two or three months ago, which are being strictly adhered to by the banks in all but a few instances.

The financial restriction is also being severely felt by the various State Governments which are, more or less, adopting a "go slow" policy and reducing expenditure on new and projected railroads, buildings, and other public utilities, and it is reflected in commercial circles, the demand for goods being mostly confined to bare replacement stocks, a condition which is likely to prevail for some months.

The wool sales are rapidly drawing to a close in a firm market in sellers' favour after one of the most successful seasons in the history of the industry. With the exception of a "clearing up" sale at the end of April, only one more sale will be held. A marked feature of the recent auctions is the keen competition from Continental sources and the increased demand for crossbred wools.

During the past few days oversea inquiries for wheat and flour have been very slack and prices show very little variation. Wheat is still quoted at about 4s. 7d. per bushel and flour at about £9 10s. per ton in 150-pound sacks, both free on board at Australian ports.

## CALCIUM CARBIDE FOR CHILE

There is a fairly large and growing demand for calcium carbide throughout practically the whole of Chile, but particularly in the farming areas, where nearly all farmers have acetylene gas lighting equipments. The residue, slaked lime or calcium hydroxide, is extensively used for whitewashing the buildings as well as for fruit trees and vines. Sales for the past five years have averaged 2,670 metric tons annually, changing business conditions and exchange rates having virtually no effect on the demand.

The central provinces are eminently adapted to fruit culture, many kinds being extensively grown. Export business is likely to be considerably developed, and in order to raise the fruit to a competitive standard considerable attention is being paid to the cleaning of orchards and the spraying of the trees. A growing demand is also noticeable for spraying devices.

## HONEY MARKETING IN FRANCE

TRADE COMMISSIONER HERCULE BARRÉ

Paris, March 24, 1924.—For some time back agricultural societies in France have been conducting a campaign in favour of the consumption of honey. They contend that increased consumption of honey, which is a source of profit to the apiarist, should be able to diminish the consumption of sugar. In France its table use is relatively limited; on the other hand, buckwheat honey, a variety of which comes from Brittany, is largely used in the manufacture of gingerbread. The Department of the Landes also produces second-rate honey which is used in the manufacture of gingerbread; the same is called *miel de bruyère* (briar), coming as it does from this plant.

The production of honey in France in 1921—the last year for which statistics are available—was approximately 100,000 quintals, including both table and buckwheat honey. This figure may be regarded as the average normal production and serve therefore as a basis.

*Importation and Exportation.*—France is both an importer and exporter of honey. In 1913 imports amounted to 4,188 quintals and exports to 14,403 quintals. Since then these figures have increased considerably. In 1921 imports amounted to 9,002 quintals, valued at 1,619,000 francs, and exports to 8,588 quintals valued at 2,192,000 francs. In 1922 imports amounted to 16,459 quintals valued at 2,944,000 francs, and exports to 5,872 quintals of a value of 1,137,000 francs. In 1923 imports reached 14,601 quintals valued at 3,595,000 francs, and exports to 8,343 quintals valued at 1,986,000 francs. The figures given above show that France retains a good share of her imports for her own needs. The following tables give the statistics of imports and exports in 1923, in quantities:—

### *Imports into France in 1923*

	Quintals
Dominica .. . . .	4,344
Hayti .. . . .	3,766
United States .. . . .	2,122
Cuba .. . . .	1,063
Netherlands .. . . .	1,048
Mexico .. . . .	647
Chile .. . . .	563
Other countries .. . . .	1,048

### *Exports from France in 1923*

	Quintals
Netherlands .. . . .	4,812
Belgium-Luxemburg .. . . .	1,151
Algeria .. . . .	787
Great Britain .. . . .	468
Saar .. . . .	335
Switzerland .. . . .	185
Norway .. . . .	185
Other countries .. . . .	370

Practically all the honey imported is used in the manufacture of gingerbread. On the other hand, as already stated, the market for table honey is but slightly developed; the French people have little taste for this product and its retail price is high, grocers selling it at about 4.50 francs the pound (500 grammes) in glass pots. At this price honey cannot compete with sugar, although the latter is very dear.

*Mode of Packing and Shipping.*—For some time France received from California honey which was contained in cans of 30 litres, placed two by two in a wooden case. Dealers interviewed have stated that the cans were absolutely



useless after delivery of the goods and consequently represented a loss to them. Generally, the honey imported is packed in wooden casks containing 300 kilos. The journey is never made without waste, for the casks let out a certain quantity of honey and the product is liable to ferment on account of the heat. For this reason it is advisable to restrict shipments to autumn or winter.

*Prices.*—These vary constantly. Honey from Brittany and *miel de bruyère* was sold at from 300 to 375 francs the quintal. Honey imported was quoted at 230, 275, 450 and 475 francs the quintal.

*Possibilities of Importing Buckwheat Honey from Canada.*—Several merchants of Paris and Dijon who have been interviewed on the subject state that Canadian honeys stand a good chance of being accepted by the French trade if the price is right. This, however, refers to buckwheat honey only and such as is used in the manufacture of gingerbread. An acceptable price, in quantities of 60 pounds, is 8 cents per pound, with possibly some reduction for large orders. In Dijon alone approximately 340,000 kilos of honey are used annually in the manufacture of gingerbread.

Canada has the same rates of duty as other importers who are enjoying the minimum tariff of 20 francs the 100 kilos, but is better situated as regards transportation, being nearer the coast of France than Mexico, for instance. Prices should be quoted c.i.f. French ports.

It is of course necessary that Canadian shipments of buckwheat honeys should fulfil the conditions required for the manufacture of gingerbread; that is to say, the honey used for the purpose must not have too strong a flavour and must be such as will not cause the gingerbread to dry too quickly. Should any Canadian exporters think of trying this market, it would be advisable to make arrangements with one of the firms whose names are on file with the Department of Trade and Commerce, Ottawa (quote file No. 27164), for the shipment of several hundred kilos of buckwheat honey of fairly good quality, so that a proper trial of this honey in the manufacture of gingerbread may be made, and if the results are satisfactory great quantities of this product could be sold on the French market. The firms referred to are specializing in the importation of honey from all producing countries and are willing to import Canadian honey on a big scale if prices and quality permit of favourable competition with other exporting countries.

## COMMERCIAL AND INDUSTRIAL SITUATION IN BELGIUM

TRADE COMMISSIONER A. STUART BLEAKNEY

Brussels, Belgium, March 31, 1924.—The trade of Canada with Belgium for the twelve months ending January, 1924, as published by the Dominion Bureau of Statistics, shows a considerable improvement over that of 1922 and 1923.

*Twelve Months ending January*

	1927.	1928.	1929.
Imports .. .. .	\$ 3,832,654	\$ 4,826,781	\$ 5,340,862
Exports.. .. .	12,642,495	12,014,190	14,709,335

The movement of monthly exports to Belgium from Canada is shown as follows: September, 1923, \$648,010; October, \$946,905; November, \$1,472,211; December, \$1,837,191; January, 1924, \$1,534,499.

Shipments from Canada to Belgium during January include the following values: wheat, \$1,173,029; rolled oats, \$990; wheat flour, \$2,525; miscellaneous rubber shoes, \$44; pneumatic tire casings, \$8,486; inner tubes, \$895; other India rubber manufactures, \$110; kraft wrapping paper, \$2,114 (there were no exports

of pulp); 181 head of cattle, \$13,975; fresh pork, \$3,972; bacon and hams, \$3,102; 30 autos (passenger), \$24,896; 5,437 cwt. canned salmon, \$52,540.

Canadian goods arriving during February and March as shown in cargoes include 50 tons of agricultural implements, 800 bags asbestos fibre, 6 bales wall-paper (in transit), the usual heavy shipments of wheat, one case of machines, 1,600 sacks of asbestos, 130 cases of preserved meat, 31 bales of paper, 1,600 sacks linseed cake, and 500 bags of flour.

Arrivals of United States goods in commercial quantities during March include: wheat, oats, condensed milk, linseed oil cake, sugar, flour, pork, hops, dried raisins, rice, lard, sausages, cocoa, fruit, salmon, sardines, tobacco, copper bars, copper ingots, copper plates, tin ingots, heavy oil, wax, asphalt, wood pulp, colophane, logs (planks), cement, machinery, cream separators, fire extinguishers, adding machines, fire arms, automobile accessories, linoleum, resin.

Belgian statistics just issued give total importations for February as 2,629,099 tons against 2,558,108 for last month, in value of 100,000,000 francs greater than the January total. The month shows increased customs receipts of 11.3 million francs. Total imports from the United States were 75,497 tons against 89,563 for February. Imports of food products were 32,097 tons against 41,580 in January, accounted for largely by a drop from 37,674 tons of grain in January to 29,580 in February.

*Exchange.*—Following American and English loans to France and the passing of the French increased tax laws, the Belgian franc appreciated from 29.50 to the dollar to 22.70 on March 29. It depreciated in regard to the French franc from 113.90 to 127.50 for the 100 French francs.

*Industry.*—The sudden appreciation referred to has checked foreign orders; but most manufacturers have several months' orders booked and can afford to sit tight. Nevertheless, stocks of raw materials are high, and if the present level is maintained the export position will be prejudiced.

*Stock Exchange.*—Lloyd's Bank reports the biggest fall in prices of shares on the Stock Exchange that has occurred since the war, between the 14th and 22nd of this month. Nitrate and oil shares lost 25 per cent and most shares registered serious drops. Government stocks and other fixed revenue securities were adversely affected owing to sales made to liquidate liabilities on industrials. The money market has been fairly easy during the month, but rates have remained high, the average discount rates for one month and three month treasury bills being  $4\frac{1}{8}$  and  $5\frac{1}{8}$  per cent respectively.

## DESTRUCTION OF CERTAIN PACKING MATERIALS IN NEW ZEALAND

TRADE COMMISSIONER W. A. BEDDOE

Auckland, March 18, 1924.—The New Zealand *Gazette* dated March 6, 1924, contains a notice to the effect that in every case where goods of any kind are imported, either direct or by way of any other country, into New Zealand from Great Britain, Ireland, or any part of the Continent of Europe, or from the States of Queensland or Western Australia in the Commonwealth of Australia, or from the United States of America, and where any hay, straw, or chaff is received with such goods as packing or otherwise, the importer of such goods shall, with as little delay as may be, and in any case within three days of the commencement of the unpacking of such goods, thoroughly destroy all such hay, straw, or chaff by burning.

Provided that in the case of hay, straw, or chaff used for packing goods manufactured and packed in Great Britain, the destruction of such hay, straw, or chaff will not be required if the packages are accompanied by a sworn certifi-



cate or statutory declaration from the exporter or packer, countersigned as correct by a responsible officer appointed by the High Commissioner for New Zealand for the purpose, to the effect that the hay, straw, or chaff used for packing had been disinfected prior to use, by steam, at 185 degrees for ten minutes, or by some other effective method approved by the High Commissioner.

In no case shall any importer use or suffer to be used any such hay, straw, or chaff (unless accompanied by a sworn certificate or statutory declaration of disinfection, countersigned as correct as provided for in the preceding clause) for repacking the same goods or for packing any other goods. Every person who commits a breach of these regulations shall be liable to a penalty of not less than £2, nor more than £20.

As will be seen from the above regulations, goods coming from Canada are not affected. This order was passed as a result of the prevalence of disease among the animals in the countries named.

## ECONOMIC CONDITIONS AND TRADING OPPORTUNITIES IN PORTUGAL \*

TRADE COMMISSIONER W. McL. CLARKE

### I. The Economic Outlook

Milan, March 21, 1924.—Portugal occupies a commanding position on the world's trade routes and the port of Lisbon is the natural point of call for trade moving between Europe and South America and West Africa. Not only is her geographical situation so favourable, but the country has a very delightful climate, natural resources but partly and even at that inadequately developed, and a very rich colonial Empire. Despite Portugal's present overseas possessions, whose future should become an economic factor in the world's trade, the foreigner is inclined to think on visiting the country that the Portuguese themselves live more in their colonial past than in their continental and colonial present. The daily papers contain at times more news of the happenings in Brazil than they do of Portugal and Portugal's Empire of to-day. This harking back to historical associations seems to be a brake on the initiative of the people. The country is prosperous by right of inheritance but not altogether by economic and social adaptation. About 75 per cent of the people are illiterate and even primary education is sadly lacking. Political worries do not make for social steadiness, and strikes, one after another, some important, others of little moment, hamper the economic progress of the country. The roads are in a very sorry state of repair. Administration is too often bureaucratic and extravagant, and there is little constructive public opinion in the country. The Portuguese, moreover, invest their money abroad, and there has been of late years an actual flight from the escudo, with the result that depreciation has been severe. Notwithstanding these drawbacks, there is but little unemployment, poverty is not characteristic of the people, while the mines, the agriculture, the fisheries, and the colonies of the country are awaiting a more scientific exploitation. The most pressing economic problems are the improving of the roads and of agriculture, and the attraction of national and foreign capital to Portugal. But obscure as phases of the economic situation are, yet Portugal is not without its claims on Canadian attention.

*Value of the Currency of Portugal.*—1 escudo equals at par 53½d.; 1 escudo equalled March 9, 1923, 2½d.; 1 escudo equalled March 7, 1924, 1½d.; 1,000 escudos equal 1 conto.

\* The second and concluding part of this report, which is based on a visit paid to Portugal last year by Mr. Clarke, will be published in the next issue.

## AGRICULTURAL IMPORTS AND EXPORTS

Agriculture and not industry is the main business of Portugal, and from an agricultural point of view the country may be divided into four main areas, viz. the northern, the mountainous, the central, and southern regions. These first two divisions lie north of the river Mondego, the third and fourth to the south of the river. The area of the country is 8,910,640 hectares, of which 78½ per cent or 6,993,540 hectares are productive. Only one-third of the cultivable land is under crops, and there is room for much reclamation work in the future agricultural development of the country.

In the northern provinces farms are as a rule small and peasant ownership together with a kind of copyhold land tenure prevails. In Minho the land is so divided in places that a tree, it is stated, will sometimes belong to twenty or more owners. In the south, however, the sizes of the holdings are much larger and big estates are the rule. Tenant farming is here the predominating mode of tenure. The Tagus district with its valleys and plains is the richest tract of land in Portugal, and this part of the country has an extraordinary fertility and is the most suitable for mechanical agriculture. About 60 per cent of the total population of 6,000,000 inhabitants is engaged in agricultural pursuits.

## DRAWBACKS TO AGRICULTURAL DEVELOPMENT

Notwithstanding the fertility of the soil and the mildness of the climate the country, so far as agricultural products are concerned, is not self-supporting, nor despite the fact that so large a percentage of the people are so directly interested in agriculture and that agricultural produce is the chief export of Portugal, has the country developed agriculturally as might have been expected. Several explanations are easily forthcoming. In the first place, large areas of the cultivable land have been overcropped and not sufficiently manured. Nor on the whole has the soil been scientifically exploited. It is only recently that any attention, and even now not very much, has been paid to the selection of seed and the rotation of crops. Moreover, hand labour is too often employed where machinery and implements might obtain better results. Technical and professional instruction on experimental farms and in agricultural schools has been very scanty. Another hindrance to agricultural development has been the unequal distribution of the farming class between the north and the south. In the province of Minho, for example, there are 178 persons to the square kilometre, whereas in Alemtejo there are only 20 inhabitants to the same area. As the southern land is less fertile, several colonizing schemes including the sinking of artesian wells have been mapped out by the Government for this part of the country, but it has always been found exceptionally difficult to persuade the agricultural labourer to migrate from the north to the south. In the south therefore the potential harvest has been plentiful but the labourers have been too few. Furthermore, there has been a continuous exodus from the land to the urban centres or to foreign countries as the wages and income derived from agricultural effort have too frequently left such a narrow margin or no "extra" at all that the temptation for many Portuguese to go elsewhere has been very strong, much to the detriment of the country's agriculture itself. Or again, it has too often happened that Portuguese agriculture has been synonymous with the cultivation of the grape. The path of least resistance has been too continuously followed, and as it has been easier to trestle the vines than to sow and harvest the green crops, cereal production has appreciably suffered. Finally, it may be fairly stated that the state and the landed proprietors have not interested themselves in the farming problems, as they might have done, and this neglect has also fettered the development of Portugal's agriculture.



## WHEAT

The result of the conditions just stated is that in Portugal wheat cultivation has given per hectare the lowest yield in Europe. During the years 1919-21 the average area devoted to wheat growing amounted to 445,310 hectares, giving an average annual return of 246,449 tons, that is only a yield of 5.7 quintals per hectare. The average yield in Spain throughout the same period was 9 quintals per hectare, in Roumania 8.2, in France 13.3, in Italy 10.1, and in Great Britain and Ireland 20.9 quintals per hectare. This wheat harvest of 246,000 tons a year has been quite insufficient for the country's needs, and against a minimum exportation of wheat the country has been obliged to buy abroad from 75,000 to 100,000 tons of wheat a year. In view of this present heavy import in relation to production, it is significant to note that only a generation ago Portugal was not only growing sufficient wheat to care for the requirements of its population but was as a matter of fact exporting about \$5,000,000 worth of wheat a year. As the consumption of wheat bread is replacing that of maize and other inferior qualities of flour, Portugal will either have to intensify its wheat production or else continue to buy wheat abroad. Portugal can, it is true, become self-supporting again, but although the Government in the past has tried various agrarian policies to encourage wheat raising, has guaranteed remunerative prices and has restricted wheat and flour imports, yet in spite of this state protection whole regions remain untilled, farming emigrants leave the country, the sickle is sacrificed to the pruning hook, and the Treasury spends annually large sums abroad for its wheat imports. Hence it is probable that Portugal will, at least for a number of years, be a fairly important consumer of foreign wheat.

In 1919—the last year for which detailed official trade statistics are available—Portugal imported 88,572 tons of wheat, Argentina furnishing 37,680 tons of this total, the United States 42,694 tons, Great Britain 7,133 tons, and Spain 1,061 tons. In 1922, however, the estimated deficit in the wheat crop was placed at about 160,000 tons, and of this amount about one-half was derived from Argentina and about one-sixth from the United States. During the fiscal year 1921, according to Canadian trade statistics, the Dominion exported 612,535 bushels of wheat to Portugal valued at nearly 1½ million dollars, and though no exports are recorded during 1922, Canadian wheat began to come in again last year and for the nine fiscal months ending last December, 1923, Canada exported to Portugal 740,233 bushels of wheat valued at \$855,742. The manager of one of the largest flour mills in the country confirmed as a matter of fact the impression which the writer had formed from other interviews, viz. that Canadian wheat was much appreciated in Portugal. Hence our grain exporters will be well advised to continue to deal with first-class Portuguese wheat importers, and it would further seem desirable to deflect some of the indirect shipments of Canadian wheat to Portugal which now arrive by way of Great Britain.

## FLOUR

Not only is wheat purchased for the important milling industry, whose capitalization is placed at about 30,000 contos to-day, but wheat flour is also imported into Portugal. During the three-year period 1919-21 the average annual flour imports reached 19,050 tons, and during the specific year 1919 some 12,121 tons were imported, Spain supplying 3,220 tons, Great Britain 2,913 tons, the United States 1,091 tons, and East Africa 94 tons. Although Canada has sent a small quantity of flour to the Azores and Madeira and to Portuguese Africa, no direct imports are recorded for Portugal itself. There is apparently a new market therefore for Canadian millers, and a country which has been buying nearly 28,000 tons of flour through recent years would seem more worthy of Canadian attention.

## OTHER CEREALS

In addition to the wheat production of Portugal, the country produces on an average some 114,000 tons of rye annually, 135,000 tons of barley, 78,000 tons of oats, 272,727 tons of maize, and 22,120 tons of rice. In the case of each of these cereals the yield, as was true in the case of wheat, is the lowest of any of the cereal-growing countries of Europe. Little rye is imported into the country, the average annual imports having fallen from 2,560 tons throughout the period 1914-18 to 325 tons during the 1919-21 period. Barley imports have recently been about one-sixth as much as the rye imports, and the imports of oats practically negligible. Maize, on the other hand, is one of the principal imports into Portugal and recently reached 53,363 tons a year. The countries of Eastern and Western Africa have been the leading sources of supply for this cereal, with Brazil and Spain furnishing a relatively small quota. Portugal also buys a considerable amount of rice abroad, the average imports reaching 21,480 tons per year.

Besides cereals, Portugal grows about 160,000 tons of potatoes a year, about 59,000 tons of various kinds of beans, while other vegetable including onions and tomatoes and the fruit production of the country is estimated at 100,000 tons per annum.

## THE VINES OF PORTUGAL

The soil and the sun of Portugal combine to make it one of the great wine-producing countries of the world, Port wine and Madeira being the leading wines exported. It is estimated that the yearly average production is about 100 litres for every inhabitant of Portugal. The number of labourers employed in the vineyards is about 100,000 and the area devoted to grape growing is put at 320,000 hectares. During 1919 some 13,000,000 gallons of port wines were exported. Normally Great Britain takes about two-thirds of the country's output. Brazil is now the second best customer for wines. Since the introduction of prohibition into the United States and Canada, the French Republic has adopted the policy of keeping foreign wines out of France even for purposes of blending, with the result that a maximum duty has been placed on Portuguese wines when entering France. Portugal has thus lost a valuable market where her wines used to be mixed with French wines, and is still at tariff loggerheads with France.

## OLIVE OIL

Portugal is the third olive-oil producing country of the world, coming after Italy and Spain. The olive tree area covers 330,000 hectares, and the total number of trees is estimated at nearly 40,000,000. Some 500,000 hectolitres of oil are produced in an average year, while there is also a considerable consumption of fresh and marinated olives in the country. Moreover, the fisheries are absorbing large quantities of the locally produced oil in the sardine and tunny preserving industries, to the detriment of exportation, although Italian oil of better quality is also brought in for packing purposes. There are about 5,260 olive oil factories in Portugal, most of them small and inadequately equipped, with some 10,500 presses. The principal export markets for Portuguese olive oil are the African colonies and Brazil. Exportation, however, has been falling off of late, and against 2,614 tons of olive oil exported in an average pre-war year, less than 100 tons have recently been exported. Some 587 tons of preserved olives were exported in 1919.

## OTHER VEGETABLE PLANTS

Flax is cultivated in the northern part of Portugal, but only about 90,000 hectares are now devoted to flax growing as compared with 200,000 hectares toward the middle of the nineteenth century. There is practically no hemp



grown at present, although at one time this plant was quite extensively cultivated. Certain varieties of palm trees are grown in the southmost province of Portugal, whose fibres are employed for the making of brooms and mats. In the Douro district tobacco is cultivated on a limited scale, but about 2,000 tons are imported annually, the estimated consumption of manufactured tobacco being put at 4,000 tons a year.

#### CORK

Cork is one of the distinctive products of Portugal, and although the tree is found everywhere except in the northern provinces, the leading cork-bearing area is the valley of the Tagus. The area under cork trees is placed at 330,862 hectares, yielding 50,000 to 75,000 tons of cork a year. Evergreen oaks are planted near the cork trees and occupy a slightly larger area. Pigs feed on the acorns of these forests. In 1919 Portugal exported 554 tons of cork in cubes, 1,463 tons of raw cork, 33,546 tons of cork shavings, 4,154 tons of cork waste, 27,908 tons of cork wood, and 3,598 tons of "other cork manufactures."

#### LIVE STOCK AND DAIRY PRODUCTS

According to unofficial but approximate statistics, there are in Portugal some 624,568 cattle, 2,977,454 sheep, 936,899 goats, 971,085 pigs, 137,950 donkeys, 50,455 mules, and 85,914 horses, or a total number of 5,784,322 head. The weight of the domestic fowls is placed at about 20,000 tons. The amount of meat that can be produced in the country is estimated to be at a maximum something short of 100,000 tons a year. Very little foreign meat is imported, some 26 tons coming into the country during 1919, as the Portuguese peasants themselves eat but little meat and prefer dried fish. The average consumption per inhabitant works out at about 5 kilos a year, although the citizens of Lisbon and Oporto, for instance, consume about 36 kilos of meat a year per capita. In 1919 Portugal exported 237 tons of meat to her African colonies and to Brazil.

Portugal, moreover, produces annually about 120,000,000 litres of milk, 6,000 tons of cheese, 730 tons of butter, and 27,000,000 dozen eggs. A very small quantity of dairy products is imported, olive oil, for example, being preferred to butter for kitchen use. About 100 tons of butter and cheese were exported to the African colonies during 1921.

#### THE FISH TRADE

Among the staple food imports of Portugal is codfish. "Bacalhau" is eaten practically everywhere throughout the country but especially at Oporto, and to a lesser extent at Lisbon. It is served up in a great variety of ways, and is commonly either boiled and eaten with potatoes and onions, the whole dish being seasoned with olive oil, vinegar, pepper and salt, or else fried in olive oil. The Portuguese as a matter of fact have their own codfish fleet of vessels which go from year to year to the Newfoundland banks and bring back green salted cod, some 4,761 tons being thus obtained in 1922. Notwithstanding this Portuguese catch, the imports of codfish are also large; the total importation for the year 1920 was put at 31,268 tons. The principal supplying countries are Great Britain, Denmark, France, Germany, and Norway. More latterly the Newfoundland cod exporters have by means of a direct sales organization built up a remunerative business and between 6,000 and 7,500 tons a year are brought over on account of one English firm located at Oporto. In this city and in the north of Portugal a big thick fish is preferred, while around Lisbon a thinner and smaller fish is in demand. This codfish market of Portugal has never been seriously catered to by Canadian exporters, although small shipments have occasionally been made, especially before the war. In view of the increasing interest being shown by Newfoundland, and in view of the fact that the codfish

imports are of a permanent character, and that codfish is one of the principal products brought into the country, it would seem that Canadian fishermen might give more attention to this market. If direct shipments are not practicable, at least some Canadian cod could most probably be introduced by way of Great Britain.

Apart from imported codfish, Portugal supplies most of her own requirements, and in fact is one of the principal sources of the world's supply of sardines and tunny fish. With 560 miles of seacoast it is only natural to find that a large part of the Portuguese themselves are engaged in the fishing industry, the latest statistics putting the number at over 50,000. The annual catch, which includes in the north the sardine, sprat, hake, mullet, whiting, sole, plaice, etc., and in the south the mullet, smelt, mackerel, tunny, anchovy and sardine, is valued at some 20,000 contos a year. The fish canning industry is especially devoted to the preparing of sardines and tunny for exportation. The centre of this industry is in the province of Algarve, and located there are now some very large and modernly equipped factories. Portugal, moreover, caters to practically all tastes in her sardine industry and puts up her pack in a variety of sizes and shapes of tin, the most important of which are the ordinary quarter (22 mm.), the club shape quarter (30 mm.), American quarter (30 mm.), and the high half (40 mm. or 18 ounces). In 1919 Portugal exported 39,264 tons of tinned sardines, 4,724 tons of fresh and salted sardines, 448 tons of tinned tunny fish, 19 tons of fresh and salted tunny, 291 tons of other canned fish, and 508 tons of other fish, fresh and salted. The canning industry of Portugal requires some 20,000 tons of tinplate a year, and the sardine and tunny fish industries employ about 15,000 persons.

#### SUGAR REQUIREMENTS

Another staple import into Portugal is sugar. In weight the amount of sugar actually bought abroad corresponds to the weight of codfish imported, and in 1919 and in 1920 amounted to about 30,000 tons for each year. Cuba, Spain, and the Portuguese African colonies are the principal sources of present supply, but the United States sent forward 58 tons of refined sugar in the year 1919, and, provided Canadian prices would be rendered competitive, importers were of the opinion that Canada would find a market worthy of its consideration. Granulated "pilé" and cube sugar are each imported. Raw cane sugar from the Portuguese colonies is included in these imports, the raw material being refined in Lisbon, where two big factories have been erected.

#### MOTOR FUEL INDUSTRY FOR WEST AFRICA

The extension of motor transport in West Africa has been so marked in recent years that the annual petrol consumption is now some two million gallons, a figure which has been and still is increasing very rapidly, writes a correspondent of the *London Times Trade Supplement*. Largely on account of the costliness of this imported petrol, but partly attributable also to high replacement and depreciation charges involved when native motor drivers are employed, motor transport is unduly expensive. With the object of reducing running costs there, it is proposed to establish a local motor spirit industry, the raw materials for which are present in abundance.

The alcohol content of yams, cassava, maize, millet, rice, and other native foods is high, and although manufacture on the commercial scale has not yet been attempted, laboratory tests have given very satisfactory results. While a ton of rice is reported as yielding some 88 gallons of alcohol, maize and millet give about 84 gallons, and cassava and sweet potatoes some 35 gallons to the ton. British West African Government Departments have been considering the possibility of manufacturing locally the motor fuel needed for coast transport requirements.



## MISCELLANEOUS IMPORTS IN DEMAND IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

**Candles.**—Candles are one of the staple imports into Morocco, where 5,687 tons were purchased abroad during 1920. This candle trade has always been overwhelming English, but of late French and Italian manufacturers especially, and to a less extent Belgium and Dutch suppliers, have been creeping up on the English trade. Out of the total importation in 1920, Great Britain furnished 4,051 tons, and at the other end of the column stood the United States with 7 tons and Spain with 2 tons. The point in favour of the English product is its durability in the summer heat of Morocco; the argument against it is its present price. On the other hand, French, Italian, and Belgian candles do not stand up so well in the climate, but their price mark is much less. Over against 165 fr. per 100 kilos at Casablanca, which was the first selling price of English candles last spring, merchants were buying Belgian and Italian candles at about 135 fr. Not only have Belgium, France, and Italy succeeded in cutting in on prices, but they have imitated very well the blue English wrapper and the red label and trade mark.

The English trade has been done in both stearine and paraffin candles, but the native consumes generally the paraffin quality. Although the Moors object to the latter in their mosques, they use them quite readily at home. What is really wanted in Morocco is a cheap candle and not too big—the English product is sometimes criticized on this score—which will fairly stand the mid-summer heat without melting or getting out of shape. The usual types of package weigh 13 ounces, and are packed 25 to a case.

Westernizing influences have gone further afield in Tunisia and Algeria, and electric light, acetylene and oil lamps are a more common means of illumination than in Morocco. In Tunisia the market is also limited by the few native inhabitants—say less than two million—although Algeria with its five million has nominally almost as large a native demand as has Morocco itself. In 1921 Tunisia imported 371 tons, France supplying 188 tons, Italy 127 tons, Belgium 50 tons, and Great Britain 5 tons, while the similar imports into Algeria amounted to 472 tons, France contributing 183 tons, Germany 179 tons, United States 80 tons, and Italy 28 tons. Thus the United States is blazing the path both in Algeria and Morocco for greater transatlantic competition.

**Matches.**—There are two match factories in Algeria, and besides producing the Swedish type match for home consumption, Algeria also exports matches to her sister states and to the French colonies in Africa. Apart from these manufacturing, matches are not produced in North Africa, although a new match factory is shortly to be started in Tunisia. Algeria, however, besides the home output, imported 281 tons of matches in 1921, Sweden supplying the bulk of the imports, although small consignments were received from Belgium and Finland. Tunisia took 375 tons from abroad in 1921, Japan being the chief supplier, followed by Belgium and Algeria. In both of these countries the preference runs to the wooden match packed in the small box, while in Morocco the greatest demand is for the wax match. These wax matches are extremely thin and very cheap, and a large number is contained in a comparatively small box. The Moroccan match imports in 1920 totalled 372 tons, Belgium furnishing 103 tons, Italy 186 tons, France 59 tons, England 10 tons, and Sweden 6 tons. It may be noted that matches are a state monopoly in Northern Africa, and any Canadian opportunity would lie in supplying a match similar to the Swedish or Japanese variety and at a competitive price.

**Toys.**—The North African trade in toys is at present largely kept going by the European demand. Toys are, so far as the natives are concerned, a luxury.

The best line of attack would be with the cheapest gimcracks which the native bazaars could sell at penny prices, even though moderately priced toys, simple in construction and operation and gawdy in colouring, cannot be ruled out entirely. On the other hand there is the colonist trade, and the French, Italian, and Spanish children have bought for them about the same kind of toys as do their relatives across the Mediterranean. It is natural then that the stores catering to the European toy trade should handle such playthings as open-air toys, garden tools, beach equipment, house games, instructive and mechanical toys, dolls and dolls' furnishings. The climate of North Africa is conducive most of the year to out-of-doors children's games, and hence such amusements as croquet, diabolo, balls and bats, small tennis racquets, quoits, nine-pins, guns, balloons, kites, aeroplanes, etc., could well be employed in cataloguing for North African toy firms. Those of the well-to-do natives who buy toys seem to go in mostly for trains, autos, toy horses, and tricycles, while the less prosperous classes, when purchases are made, buy clowns, cheap metal toys, bicycles, rattles, etc. This choice also holds good to an appreciable extent among the European children, although here there is naturally more choice. The total quantity of toys imported into Morocco during 1920 amounted to 310 tons, France being well ahead in supplies with 204 tons and followed by Spain, 67 tons; Great Britain, 19 tons; Germany, 7 tons; Austria, 5 tons; Belgium, 4 tons; and the United States, 1 ton. Tunisia took 117 tons of toys in 1921, mostly from France, Germany, Italy, and Great Britain, and with but an insignificant contribution from the United States, while Algerian 1921 imports reached 467 tons, derived almost exclusively from France.

*Sporting Goods and Firearms.*—The Europeans have introduced tennis into North Africa, and this to-day is the most popular of all the outdoor sports. There are tennis clubs in all the principal cities. Racquets and balls are now obtained either from France, Great Britain or the United States. Several of the European cafés have the French type of billiard tables installed and these are fairly well patronized. There is only one golf course along the North African coast, which is one of the attractions offered to tourists by the St. George Hotel at Algiers. Bowling is not a well-known game. In fact there is not a great deal of sport life in North Africa.

Firearms in Morocco are mainly purchased from Belgium and France: some 9 tons were imported in 1920. Cartridge cases and cartridges were derived from France, Great Britain, Belgium and the United States and totalled 98 tons in the same year. The Algerian imports of firearms in 1921 reached 26 tons, France and Belgium virtually dividing the trade, and about 42 tons of cartridges and cartridge cases were derived from the same sources. Great Britain was but a minor factor in this trade. The Tunisian imports at 1 ton were very small in 1921 and only a twentieth of the 1920 imports of firearms. The 1921 importation of cartridges and cartridge cases reached 35 tons. Only in Morocco were American cartridges in evidence during the given year 1920-21.

*Jewelry and Watches, Etc.*—A small amount of sterling and 18 carat gold jewelry is imported to gratify the tastes of the wealthy Europeans, but this trade is restricted and not so characteristic of Northern Africa as the imported imitation jewelry which is sold in the native bazaars. This native import trade is shared by such countries as Czecho-Slovakia, Germany, France, Spain and Italy. It was mentioned to the writer that bangles, necklaces, etc., might be made in gold fillet with lead, as weight is a feature which attracts the would-be owner. This cheap jewelry should be decorated with imitation precious stones, pearls or glass. The native jewelry trade of North Africa might warrant Canadian competition.

Watches and clocks sell locally among the natives of Northern Africa perhaps to a larger extent than they do to the European population because the colonist generally either buys his watch in Europe or has it sent out from home.



The Arab and Moor, however, use watches and clocks not only as timepieces but as ornaments, and they are preferred in a pretentious and highly ornamented form. Germany had largely captured the pre-war trade in these decorative watches and clocks, but more recently France and other European countries have entered the market. The success of German manufacturers in this line was attributed to supplying (1) a very inferior movement and therefore saleable at a low price; (2) a wall or hall clock with open movements, with cuckoo and chime attachments and much gilt and flower decoration, Arabic lettering on the dial with inset imitation stones and imitation marble adornment; (3) alarm clocks in odd shapes with plenty of engraving and colouring; (4) watches in a closed case of imitation gold or silver very much ornamented and engraved and often constructed with a ring of bells. These features coupled with careful packing guaranteed a continuous and increasing trade. It was Germany which in pre-war days had most thoroughly studied the tastes and spending powers of the natives on these articles and supplied after investigation what was most wanted. Any good watches now imported into North Africa are derived chiefly from Switzerland and France.

*Scientific Instruments.*—The total importation of scientific instruments of all kinds into Morocco including surgical, optical, surveying and laboratory apparatus, amounted to 35 tons in 1920, France being well in the lead with 29 tons, followed by Spain with 4 tons and Germany with 1 ton. The corresponding imports into Tunisia and into Algeria for 1921 totalled 26 tons and 63 tons respectively, France annexing practically all this trade. The most perceptible opening in North Africa for Canadian scientific instruments would seem to lie in the need for surveying apparatus, especially in Morocco.

*Buttons.*—Algeria bought 6 tons of buttons in 1921, including such varieties as porcelain, bone, metal covered, snap glass, wood, horn, corozo, mother-of-pearl, ivory, and shell. Italy is the only country except France which has kindled to this business, and 450 pounds of ivory nut buttons were shipped therefrom in 1921. The importation of buttons into Tunisia for 1921 amounted to 3 tons, France sending  $2\frac{1}{2}$  tons, and Italy, Germany and Belgium practically all the rest. The United States is accredited with 14 pounds of these 1921 Tunisian imports.

*Minerals and Metals.*—Investigation led the writer to believe that there was practically no market in North Africa for Canadian minerals with perhaps the one exception of mica, some 660 pounds of which were imported into Algeria during 1921. No recorded imports are given for Tunisia or Morocco.

## METHODS OF PACKING IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

Milan, March 21, 1924.—In connection with packing for export to Northern Africa, it is important to keep in mind the following main considerations:—

(1) That owing to the absence of any direct steamship service between Canada and North African ports, transshipment at English, French, Italian or Spanish ports will at present in most cases be necessary at least once or in some cases twice.

(2) That in several of the North African ports the ocean-going vessels cannot or do not always dock at piers but anchor out in the harbour, and lighterage must be employed for taking the merchandise ashore.

(3) That Canadian goods destined for any part of Tunisia will in all probability arrive at Tunis, for Algeria at Algiers, and for French Morocco at Casablanca.

(4) That much of the port stevedoring labour in each of these cities is native, and that the Arabs and Moors, who are far from careful as the writer himself experienced with personal baggage, are even less careful with the handling of imported merchandise.

(5) That goods may often stand considerable a time on the docks and that the atmosphere is always humid.

(6) That goods are transported from customs warehouses to merchants' stores by camions and hand-wagons.

(7) That notwithstanding the fact that freight trains and camions run from most of the principal to the secondary ports, the mule and camel are the beasts of burden in the interior, and that small merchandise destined for certain interior points is often transported on a pack saddle by these animals.

(8) That the climate of Northern Africa is warm and in the summer time exceptionally humid.

(9) That pilferage may occur at transshipment point, en route or after arrival.

With these general considerations premised, it is appropriate to point out that the packing for such an export journey should be done according to the most scientific methods at present in use. The four chief essentials of good packing as taught and practised to-day are strong whole cases, waterproof linings, iron or wire straps and protection against breakage, loss and pilfering. The local importer of any particular Canadian product will moreover be able to make practical and detailed suggestions which will assist the exporter in preparing his shipments for these markets. Forwarding agents in Canada can also advisably be called upon. It is of importance also:

(1) That the specific contents of each case should agree with the specific entries in the papers of documentation; (2) that the marking of cases must be clear and intelligible; (3) that the cases should be stenciled on two adjacent sides with an indication or mark of the overseas consignees, the port of destination, and the number of the case; (4) that the gross weight plus preferably the net weight in kilos should also be stenciled on the case; (5) that in connection with the exporting of machinery such accessories as parts, screws, etc., should be held securely in paper parcels and fastened to the machine itself, and that as almost all machinery pays duty on gross weight, care should be exercised in reducing the volume of outside packing where a saving can often be effected by dismounting the machine and fitting the smaller pieces into the larger to fill up empty spaces; (6) that in making parcel post shipments, waterproof paper or corrugated cardboard should be used as an outside protection; (7) that the port of discharge should be written in French for French ports and in Spanish for Spanish ports; (8) that inside packing should be as carefully executed as the outside packing; and (9) that package goods or merchandise in containers should by the wrapper or lithographing catch the eye and interest of the ultimate consumer.

In packing for export it is above everything else important to remember that the importer has the legitimate right to expect that the Canadian merchandise ordered will on arrival in Northern Africa be in as good a condition as when it left the Canadian factory, and that the retail buyer will be attracted and pleased with the showing as well as the quality of the goods. Next to price and quality, the accommodation a North African importer receives from the Canadian shipper will determine the future orders placed with the Canadian exporter, and the importer will not feel himself accommodated if the goods are so packed that they arrive damaged, missing or so packed through carelessness or ignorance that heavier customs duties are charged than would otherwise be levied. Good-quality competitive prices and the best trading terms will be of no avail if the importer cannot count on safety in carriage and the arrival unimpaired of intelligently packed goods from Canada.



The writer took pains to inquire into the best methods of packing some of the principal products imported into North Africa, and as a result of these inquiries he would make these suggestions for the following products:—

*Butter* in tin boxes of 2 to 5 kilos.

*Agricultural machinery* in very solid cases of wood hermetically sealed.

*Glassware* in cases or casks packed with *fine* straw to which sawdust or shavings should be added.

*Codfish* in straw matting or canvas sacks of 60 kilos net, sometimes in wooden cases of not more than 45 kilos, or in bales simply surrounded by long straw in which case all traces of salt should be removed.

*Herrings*.—The English pack their herrings for export to North Africa in barrels of white wood weighing when empty 4 to 4½ kilos, and capable of holding 300 fish. The barrel of 7 and 7½ kilos is also used containing the same number of fish but of a larger size. From France herrings are packed in barrels of hardwood weighting 2½ kilos and containing 60 to 100 fish. From Portugal shipments are made in small boxes.

*Sardines and anchovies* are shipped in barrels and tin boxes. The brine should be but slightly humid. The boxes come in ½ kilo, 1, 5, 10, 12, 15 and 20 kilos.

*Cotton Textiles*.—Cotton textiles are generally folded on a white board, the weight of the individual pieces varying from 2½ to 3½ kilos, although for some varieties when the length of the piece runs to 40 or 50 metres, the weight is from 10 to 15 kilos. The various pieces are shipped in bales weighing from 150 to 500 kilos, while sometimes English bales of piece goods will weigh more than a ton. The packing itself consists first of a strong thick paper enveloping the piece; secondly, a strong wrapping of waterproof paper; and thirdly, a covering of jute or canvas. The bale is fastened with strips of riveted steel or by iron wire. Sometimes cotton textiles are packed in cases lined with tarred canvas, the individual case weighing up to ¼ of a ton.

*Bonbons* in cylindrical tin boxes of about 1½ kilos.

*Tinned Meats*.—Oval tins are preferred, the most usual form weighing 125 grammes, while 100 to 200 tins are packed in a case.

*Chocolate* in bars generally weighing 125 or 250 grammes, covered with tin foil and paper, the smaller packages being first grouped in 1-kilo packets, and the 1-kilo packets put together in a parcel of 5 kilos covered with strong paper. These 5-kilo packages are then packed in boxes, zinc lined and soldered, holding 25, 50 or 100 kilos of chocolate. The metallic lining of the box is necessary on account of the humidity to which the chocolate is subjected in the warehouses of the coast merchants.

*Soap*.—Marseilles generally sends soap to North Africa in cases weighing 40 kilos containing 50 pieces of 800 grammes each or 100 pieces of 400 grammes each, or in cases of 50 kilos containing 50 bars of 1 kilo each. "Sunlight" soap is imported in cubical pieces of 360 grammes, 120 pieces to a case, packed in a wrapper bearing the trade marking of the firm. Another French soap comes in cases of 64 bars weighing 800 grammes each.

*Leathers* are imported in bundles of 12, 18 or 24 half-hides weighing from 120 to 300 kilos. Butts are also imported in bundels in about the same weights. Shoe parts, saddlery and harness in stout wooden boxes.

*Machine Tools*.—All metal manufactures are shipped in very solid cases lined with tarred paper to avoid the humidity and the water en route and at landing. Cases of 200 kilos are recommended as the maximum weight.

*Sewing Machines*.—Each "pedal" machine is packed in a strong wooden case into which it is solidly fitted. The upper part of the machine is most

frequently enclosed in a varnished wooden hood. The wheel base is wrapped carefully in strong paper and sometimes taken off from the machine itself.

*Lumber.*—The dimensions of the lumber imported have been referred to in the commodity report on timber.

*Candles* in 13-oz. blue wrapper packages with prominent red label attached. *Tea* in plywood boxes covered tightly with canvas cover.

### **ABSORPTION OF THE ASIA BANKING CORPORATION**

Mr. J. W. Ross, Canadian Trade Commissioner in Shanghai, writes as follows under date March 17, 1924:—

The Asia Banking Corporation, which was organized in 1919 with the object of promoting American interests in the Far East, and to finance American business, has decided to discontinue. This bank, which had the support of important financial interests in the United States, began business aggressively and quickly opened branches in the four chief ports of China as well as at Vladivostock and in the Philippines and Japan. The business of this bank in China has been transferred to the International Banking Corporation, and the Asia Bank will go out of business. What the reasons are for this decision have not been stated, but it is understood that the interests in the United States which controlled the Asia Bank are also closely associated with the International Banking Corporation. The passing of the Asia Banking Corporation and also that of the Park-Union Bank must go to show that the field for expansion of foreign banking in this country is not encouraging. This was pointed out by an eminent Canadian banker after his return home from a visit to China and Japan a few years ago. With a number of powerful British, American, and Japanese and Continental banks already established in the republic, and many native banks operating with the same methods as foreign banks, there would appear to be little opportunity for new foreign banks in these Eastern countries at the present time.

### **PATENTS AND TRADE MARKS REGULATIONS IN THE UNITED KINGDOM**

The Department of Trade and Commerce has on file copies of pamphlets issued in the United Kingdom entitled "Instructions to Applicants for Patents" and "Instructions to Persons who wish to Register Trade Marks." Copies of these pamphlets will on request be lent to Canadian firms interested in the registration of patents or trade marks in the United Kingdom.

### **REGISTRATION OF TRADE MARKS IN THE NETHERLANDS**

Mr. Frederick H. Palmer, Canadian Trade Commissioner in the Netherlands, advises that registrations of trade marks in the Netherlands must be made by a resident of the country. The Trade Commissioner has forwarded a list of recognized attorneys who may register trade marks on behalf of manufacturers. These addresses may be had on application to the Department of Trade and Commerce.

### **REGISTRATION OF TRADE MARKS IN NICARAGUA**

The British Board of Trade has received a dispatch from H. M. Consul at Managua, Nicaragua, warning British manufacturers whose products are sold in the Nicaraguan market—especially manufacturers of such articles as soap, mineral and aerated waters, patent medicines, perfumery, etc.—of the necessity of registering their trade marks in that country.

In the absence of such registration there is nothing to prevent any other person from registering counterfeit marks and afterwards inhibiting the sale locally of imported goods bearing the legitimate marks.



## TENDERS INVITED

## Jamaica

Tenders are being invited for the new telephone system of Jamaica. Firms interested are requested to communicate with the Department of Trade and Commerce, Ottawa (quote file No. 26,972), in order to obtain the specifications, copies of which are daily expected.

## New Zealand

Copies of drawings and specifications have been received from Mr. W. A. Beddoe, Canadian Trade Commissioner at Auckland, for equipment for the Public Works Department, Wellington. These drawings and specifications are open for inspection at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, in accordance with these specifications.

## PUBLIC WORKS DEPARTMENT

No.	Date of closing	Particulars
S.M. 194	July 15, 1924.	Waikato Power Scheme, Section 78.—4 500 K.V.A. single phase transformers with oil and accessories; 4 250 K.V.A. single phase transformers with oil and accessories; 4 150 K.V.A. single phase transformers with oil and accessories; 3 spare 50,000 volt terminal bushings; 3 spare 11,000 volt terminal bushings.
S.M. 195	May 113, 1924	Permanent-Way Material.—1,500 tons 30-ft. rails; 95 tons 29-feet, 9½-inch rails; 7,500 pairs fishplates.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING  
APRIL 14, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 14, 1924. Those for the week ending April 7, 1924, are also given for the sake of comparison.

	Parity	Week ending April 7, 1924	Week ending April 14, 1924
Britain . . . . .	1.00	\$4.4115	\$4.4397
France . . . . .	1.	.0590	.0627
Italy . . . . .	1.	.0451	.04551
Holland . . . . .	1.	.3796	.3799
Belgium . . . . .	1.	.0496	.0582
Spain . . . . .	1.	.1368	.1392
Portugal . . . . .	1.	.038	.0318
Switzerland . . . . .	1.	.1780	.1796
Germany . . . . .	1.	.238	.....
Greece . . . . .	1.	.0191	.0178
Norway . . . . .	1.	.1407	.1408
Sweden . . . . .	1.	.2703	.2697
Denmark . . . . .	1.	.1697	.1686
Japan . . . . .	1.	.4296	.4286
India . . . . .	1.	.3085	.3099
United States . . . . .	1.	1.0200	1.0206
Mexico . . . . .	1.	.4921	.4911
Argentina . . . . .	1.	.3391	....
Brazil . . . . .	1.	.1162	.1160
Roumania . . . . .	1.	.198	.....
Jamaica . . . . .	1.	4.86	4.4382
British Guiana . . . . .	1.	1.	4.4415
Barbados . . . . .	1.	1.	
Trinidad . . . . .	1.	1.	
Dominica . . . . .	1.	1.	
Grenada . . . . .	1.	1.	
St. Kitts . . . . .	1.	1.	
St. Lucia . . . . .	1.	1.	
St. Vincent . . . . .	1.	1.	
Tobago . . . . .	1.	1.	
Shanghai, China . . . . .	1.	.708	.7229
Batavia . . . . .	1.	.402	.3648
Singapore, Straits Settlement . . .	1.	.367	.5140

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Canadian Sales Tax and United States Valuation for Duty

Mr. M. M. Mahoney, Canadian representative at the British Embassy, Washington, has forwarded the Department of Trade and Commerce copy of an official advice recently sent to the United States Collector of Customs at Ogdensburg, N.Y., relative to the effect of the Canadian sales tax on the dutiable value of a shipment of mica splittings. Under the United States tariff law, the value for duty of imported merchandise is, briefly stated, the foreign value or the export value, whichever is higher. It is pointed out in the present case that when the sales tax is not assessed by the Canadian Government it should not be included in the appraised value of the goods. However, in the absence of satisfactory evidence showing goods to be exempt from the sales tax, and the reason for such exemption, the tax is to be included in the appraised value. Canadian exporters should take note of this requirement when goods exported to the United States are exempt from sales tax.

### Reduction of Brazilian Duties on Wheat and Flour

The United States *Commerce Reports* announce that the Brazilian import duty on wheat and wheat flour has been reduced by 40 per cent. The former duty on wheat was 10 reis per kilog. and on flour, 25 reis per kilog., subject in both cases to payment of 60 per cent of the duty on a gold basis and 40 per cent of the duty in paper. Brazilian milreis (1,000 reis) in gold equals 54.6 cents and in paper, 11.6 cents. The equivalent of the former rates in Canadian terms, including the usual 2 per cent gold surtax, would be about 22 cents per 100 pounds on wheat and about 55 cents per 100 pounds on flour.

### Increase in Norwegian Customs Duties

According to the British *Board of Trade Journal*, the following temporary alterations in the Norwegian customs tariff went into force on February 26. The multiplier applied to the duties on goods dutiable on a specific basis for the purpose of payment of duty at the gold rate of exchange is raised from 1.79 to 1.9. Window glass, electric cables, and insulators are now subject to payment at the gold rate. The surtax of 10 per cent applied to the duties on coffee and sugar is increased to 60 per cent, but the increased duties are not subject to payment at the gold rate of exchange. The duty on passenger motor cars, motor cycles and side cars, and parts of these vehicles, has been increased to 25 per cent ad valorem. The temporary surtax of 33½ per cent on the customs duties has been increased to 50 per cent in respect of goods subject to ad valorem rates of duty. On vehicles, tariff Nos. 777 A and B, including motor cars, the temporary surtax is maintained at 33½ per cent.

### Proposed New Tariff for Belgium

Mr. A. S. Bleakney, Canadian Trade Commissioner at Brussels, Belgium, writing under date of April 2, advised that the Belgian Senate will shortly examine the proposed new tariff law which was presented to the Belgian Chambers over a year ago. The proposed new tariff is on the double column system, containing a maximum and a minimum tariff, while the former tariff consisted of a single schedule of duties. The rates of the maximum tariff in the new measure are three times those of the minimum tariff. As the tariff revision bill stands it is provided that the minimum tariff is applicable to all goods in regard to which a different regime is not expressly laid down.

### Peruvian Import Taxes in Addition to Ordinary Customs Duties

Imports into Peru are subject to various taxes in addition to the duties of the ordinary customs tariff. Particulars of these charges have just been



obtained from the British Consulate at Callao, and may be summarized as follows: At the ports of Callao, Paita, Mollendo, Pimentel, Pacasmayo, Salaverry, Ilo, Talara, Pisco, and Iquitos there is an 8 per cent surtax for the cancellation of external debt and a 10 per cent surtax for sanitation. For the purpose of "works," there is a surtax of 2 per cent on goods imported at the ports of Paita, Mollendo, Pimentel, Salaverry, Ilo, and Talara. Musical instruments as specified in the tariff are subject to a surtax of 10 per cent. At the port of Callao there is a special surtax of 1 per cent for a national theatre, and at Pisco 2 per cent on goods for Ayacucho. The foregoing surtaxes are imposed on the current tariff duties, not being ad valorem. Under the National Defence Law, champagne, wines, spirits, perfumes, lotions, and bonbons are subject to a special surtax of 10 per cent ad valorem; automobiles and carriages not exceeding £p.500 (£p. = \$4.86) in value, 1 per cent ad valorem, or when exceeding £p.500 in value, 2 per cent ad valorem. On imported neat cattle there is a tax of £p.3 per head, but when such cattle enter the frontier of the Department of Piura for sale in that Department the tax is only 5 soles (\$2.43). Pure-bred cattle intended for breeding purposes are exempt from duty. Some further minor charges are levied at certain ports.

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

500. GRAIN.—A firm in Hamburg wish to act as the representatives of Canadian exporters of grain.

501. GRAIN.—A Stockholm commission agent desires to be put in touch with a Canadian exporter of grain.

502. FLOUR.—A Stockholm commission agent desires to be put in touch with a Canadian exporter of flour.

503. FLOUR.—A firm in Hamburg wish to represent a first-class Canadian flour mill not already represented in the German market.

504. FOODSTUFFS, CANNED GOODS, ETC.—A well-established firm in Antwerp are anxious to open up business connections with Canadian exporters of foodstuffs, canned goods, etc.; also flour.

505. HONEY, CEREALS, DRIED FRUIT, ETC.—A firm of commission agents and brokers in Amsterdam would like to establish connections with first-class firms in a position to export honey, cereals (all kinds), linseed cakes, flour, rolled oats, dried and evaporated fruit, fruit pulp, etc.

506. DRIED FRUIT, HONEY, SUGAR.—An Amsterdam agent would be glad to represent Canadian exporters for the sale of dried fruit, honey, and sugar in Holland.

507. RAW SUGARS, HONEY.—An Amsterdam concern greatly interested in raw sugars, honey, molasses, dried apples in boxes, etc., would like to get into touch with Canadian manufacturing exporters with a view to representation in the Netherlands.

508. CEREALS.—A Stockholm commission agent desires to be put in touch with a Canadian exporter of cereals.

509. A Belgian importer wishes to open up business relations with Canadian foodstuffs dealers.

510. SALMON, CHEESE.—An old-established Belgian firm are interested in receiving offers of canned salmon and cheese.

511. DRIED FRUITS.—A firm in Hamburg wish to represent a reliable Canadian exporter of dried fruits for the German market.

512. **EVAPORATED APPLE RINGS.**—A broker in Hamburg wishes to act as representative of a first-class Canadian exporter of evaporated apple rings.

513. **FEEDING STUFFS.**—A firm in Hamburg wish to get in touch with Canadian exporters of feeding stuffs.

514. **LINSEED.**—A firm in Hamburg are anxious to get in touch with Canadian exporters of linseed.

### Miscellaneous

515. **WEARING APPAREL, ETC.**—A firm in Melbourne, Australia, desire to form connections with Canadian exporters of infants' and ladies' wearing apparel, lingerie, underclothing, rubber garments, chemists' sundries, stationery novelties and photographic mount boards; also canned goods, especially asparagus.

516. Canadian exporters of honey, cereals, canned goods, maple sugar and syrup, dried fruit, and also heavy chemicals, etc., who would like to obtain representation in Holland, should communicate with a firm of commission agents and sworn brokers in Amsterdam.

517. A firm of Cape Town, South Africa, inquire for corned meats, confectionery, tools, box shooks, and dry goods.

518. **DOORS AND BOX SHOOKS.**—A broker in Southampton, England, invites offers c.i.f. Southampton on quantities of 500 to 1,000 doors. He is also seeking quotations for 50,000 box shooks, according to specifications on file at the Department of Trade and Commerce, Ottawa (quote file T.C. 5-150).

519. **LUMBER.**—Pine shelving, Douglas fir, etc., is asked for by a Cape Town firm.

520. **DOUGLAS FIR.**—A Birmingham firm desire quotations, lowest price, delivered to works and quickest delivery, for prime clean Douglas fir, cut to the following specification: 14, 15, 16, 17, 18, 21, 22, 23, 24 feet long by 7, 8, 9 and 11 inches wide by  $2\frac{1}{2}$  and 3 inches thick.

521. **STEEL FILING CABINETS.**—A Belgian firm would like to establish relations with Canadian manufacturers of steel filing cabinets.

522. **PULLEY BLOCKS.**—A well-established Belgian firm would like to obtain a Canadian connection for pulley blocks.

523. **ROOFING MATERIAL.**—A Belgian importer is desirous of getting into touch with Canadian exporters of asbestos roofing material.

524. **CORSET CLASPS, ETC.**—A concern in Amsterdam would be glad to get into touch with Canadian manufacturers of corset clasps, corset materials, hose supporters, etc., preferably with a view to representation.

525. A Cape Town firm are interested in "briquette" machinery for making blocks from coal dust; also in knitting machines of all kinds.

526. **SPANNERS.**—A Belgian dealer in automobile accessories interested in the Canadian market would like to import spanners.

527. **NON-FERROUS METALS, ORES, ETC.**—A concern in Amsterdam is desirous of getting into touch with Canadian exporters of non-ferrous metals of all kinds, minerals, metal scraps, iron and steel scrap. They want to buy for own account and are also interested in gold and silver ores, but only from actual producers.

528. **NICKEL COPPER ORE.**—A London firm ask to be placed in touch with Canadian firms in a position to export nickel copper ore.

529. A Cape Town, South Africa, firm are interested in bar iron and mild steel, steel bars for reinforced concrete work, spades, shovels, picks, wheelbarrows, and kindred lines.

530. **HARDWARE.**—A first-class Glasgow firm of hardware importers are in a position to place substantial and regular orders for carriage bolts and nuts, wood screws, iron and brass, files and rasps, given competitive prices. Wish to hear from Canadian firms who desire to share a market here now largely in the hands of United States manufacturers.

531. **PIG LEAD.**—A Liverpool firm desire quotations on pig lead.

532. **OPTICAL GOODS.**—A Belgian importer is desirous of securing the agency of Canadian manufacturers.

533. **OPTICAL GOODS.**—A Belgian importer is anxious to hear from Canadian manufacturers of optical goods.

534. **PAPER.**—A Belgian commission agent is desirous of receiving quotations with samples of printing and writing and also wrapping paper.

535. **PAPER.**—A Belgian firm are interested in receiving prices c.i.f. Antwerp for cardboard, common and strong, paper for newspapers, writing, typewriting and kraft paper.

536. **LEATHER; BOOTS AND SHOES.**—A Belgian manufacturer of boots and shoes would like to hear from Canadian firms exporting leather; also boots and shoes.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation. (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report re Mail Subsidies and Steamship Subvention. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (c)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Over-seas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile : Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru : Its Development and Commercial Opportunities (1923). (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Canadian.*

#### Denmark

B. S. Webb, Raadhuspladsen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Canadian.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of  
the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.,

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe.  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado  
Num. 126-bis, Mexico City. Office, Edificio  
Banco de Londres y Mexico, Num. 30. *Cable  
Address, Cancoma.*

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union  
Buildings, Customs street, Auckland. *Cable  
Address, Canadian.*

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O.  
Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol.  
*Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow,  
Scotland. (Territory covers Scotland and Ire-  
land.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaid House,  
Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona,  
Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy,  
Washington.



# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce of Canada

Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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## TRADE COMMISSIONER D. H. ROSS'S VISIT TO CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, has arrived in Canada and is about to undertake a tour of the Dominion in the furtherance of Canadian export trade to the Commonwealth. Canadian firms who wish to interview or to be brought into touch with Mr. Ross are invited to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

## CONDITIONS IN THE UNITED STATES

FREDERIC HUDD, TRADE COMMISSIONER IN THE UNITED STATES

New York City, April 16, 1924.—The volume of business in the United States in the first quarter of the present year exceeded that of the first quarter of the previous year, according to the returns of production, car loadings and bank clearings. The depression in the grain market continues, however, and this naturally affects general conditions in the West adversely. Employment reports do not indicate any general unemployment, although there is some inactivity in the textile, as well as in the agricultural implement industry. The latter industry is still affected by the agricultural depression, but is showing an improvement as compared with last year. The steel and automobile indus-

tries are most active. The year's output of trucks and automobiles up to the present has exceeded all previous records, but there has been a decrease in production recently, due to accumulated stocks.

The production of steel during March established a new record, the American Iron and Steel Institute reporting a production of steel ingots in March of 4,145,829 gross tons, representing a daily rate, for the twenty-six working days, of 159,455 tons, which is equal to an annual rate of 49,600,000 tons. Production has lately shown a decrease because it was in excess of consumption and it is believed that decreased production will continue, even with consumption proceeding at the full rate, for some time to come. From December to March the rate of production increased by a full forty per cent, while the March rate was fifteen per cent above the production in 1923, which was thirty-five per cent over the four year average. Unfilled obligations of the Steel Corporation decreased by 130,094 tons during March. The present rate of pig iron production is about 41,000,000 gross tons a year, a little above the actual 1923 production.

The depression in the cotton market of the South has been greatly relieved by a check in the downward trend of prices. The resultant upward movement has been rapid. Prices on May contracts which sold as low as \$26.60 at the end of March, advanced to \$32.31 within two weeks. At that time May contracts showed a gain of over 5½ cents a pound from the low level of the end of March.

At the time of writing foreign exchange is advancing. Both sterling and the franc have risen since the publication of the Dawes Report. The discount on the Canadian dollar in New York remains between two and three per cent, although it fell to below two per cent on April 7, 8 and 9.

## TRADE CONDITIONS IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, April 11, 1924.—Commerce, both as regards the present and future prospects, remains in a condition of see-saw. Reports from the chief centres indicate some improvement in particular branches, and favourable factors are the reports published to-day by the International Committees making suggestions for the settlement of German reparations, while the conferences which are about to be held in London between the British Government and the Soviet delegates may have far-reaching results if successful in re-establishing trade between the two countries.

The continuation of strikes and other labour unrest still, however, practically discounts any encouraging signs in domestic trade, and British manufacturers express disquiet at the announcement made by the President of the Board of Trade that the Government does not propose renewing Part II of the Safeguarding of Industries Act, which automatically expires next August.

The month of March witnessed a halt in the steady advance in wholesale prices which has been going on for some months past, which was converted into a fractional decline. The monthly Government index of the cost of living, which has likewise been advancing by leaps and bounds, has also slightly decreased owing to the fall in the prices of butter and eggs.

The preliminary figures of March overseas trade which are published to-day show that, while the value of imports during March increased by £7,000,000 in comparison with February, mainly due to larger receipts of "Food, Drink and Tobacco", British exports declined by almost exactly the same sum, and the unsatisfactory feature is that this was almost wholly represented by lower exports of manufactured goods. However, as these results can partly be attributed to the dock strike which has since been settled, their importance should not be exaggerated.



## TRADE EXHIBITIONS IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

### GROCERS, BAKERS AND CONFECTIONERS EXHIBITION

Glasgow, April 7, 1924.—The Corporation of Glasgow have now opened the Fifth Annual Bakers, Grocers, Confectioners and Allied Trades Exhibition, which undoubtedly surpasses those highly successful previous undertakings for which it may be said the Kelvin Hall has become famous. A large number of the firms who exhibited last year are again participating, as well as many who have not before taken part, giving a great profusion of most interesting and useful exhibits.

As these exhibitions in the Kelvin Hall are attended not only by the members of the trades concerned, but by many thousands of the general public, they have the immense value of enlightening and educating public taste by bringing before the notice of visitors the latest and most highly-perfected labour-saving food products of the day, packing house products, etc. The exhibits are divided into four main classifications, viz., food products of all kinds; machinery and appliances; shop fittings; and miscellaneous.

Two Canadian firms are represented at the exhibition: the Grape Nuts Company, Limited, and the Shredded Wheat Company, Limited. Their products are attractively displayed in conspicuous locations and are in the hands of energetic representatives. It is regrettable, however, that more Canadian firms do not participate in these opportunities to display their products, not only to the trades immediately concerned but to a multitude of interested visitors—opportunities in which can be concentrated a propaganda effect which could not be secured in many months through ordinary trade channels or advertising. Exhibits of Canadian packing house products and flour were especially conspicuous by their absence. The value of such propaganda is recognized in other competing quarters, however, as is in evidence by the exhibits of the Danish Bacon and Co-operative Trading Company, Limited; the New Zealand Co-operative Dairy Company, Limited, who make a special exhibit of "Anchor" separated milk powder; Armour & Company, Limited; Morris & Company, Limited; the Washburn Crosby Company, Limited; and about 150 others, mainly British.

### NATION'S FOOD EXHIBITION

A special opportunity will occur later in the year for exhibits of Canadian food products at an exhibition at Edinburgh. The special nature of the opportunity is that it is being held just after the close of the British Empire Exhibition at Wembley, from October 22 to November 5, so that exhibits at Wembley can be moved to Edinburgh and advantage taken at very little additional expense of reaching many thousands of people who have never seen Wembley. The Nation's Food Exhibition, as it is called, is intended to be a practical demonstration of the resources of the British Empire, to bring home to the people of Scotland a sense of their dependence upon the products of other lands, and to stimulate their pride in the rapid growth and progress of the Dominions overseas. It is to be hoped that Canadian firms or their British agents will appreciate the value of moving their Wembley exhibits to Edinburgh and thus stimulate interest in their products in the Scottish market.

The Industrial Hall in Edinburgh, which has a floor space for exhibits of 90,000 square feet, is to house the exhibition. The charges for space will be 4s. per square foot, which includes 4½-inch raised platform, skeleton stand erection, with covered roof and signboard for name. Further information may be obtained from this office or from the Managing Director, Edinburgh Exhibition Association Limited, Industrial Hall, Annandale street, Edinburgh.

## DISPLAY OF CANADIAN PRODUCTS IN GLASGOW

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, April 7, 1924.—In connection with the exhibits of food products in the Canadian Pavilion at the British Empire Exhibition at Wembley, the Canadian Trade Commissioner at Glasgow has secured the willing co-operation of Messrs. Cooper & Co.'s Stores Limited, of Glasgow, to a window display of Canadian food products for one week commencing May 19 next at their large headquarters stores, in the centre of Glasgow. Messrs. Cooper & Company do a high-class trade in sixty stores of the largest size all over the kingdom, the headquarters and five of the stores being in Glasgow. In addition to the window display of Canadian food products in great variety, many of which they are able to supply from their own stock, they are devoting their demonstration counter to the same purpose. This counter is on the main floor in a conspicuous position at the intersection of two of the main corridors near the principal entrance, and for the week set aside for this purpose will be occupied entirely by Canadian food products, suitably decorated and embellished with means to indicate the connection between the display and the Wembley Exhibition. Messrs. Cooper & Company volunteered the information that they are particularly keen to purchase Canadian and other Empire food products for their shops at all times rather than those from foreign countries.

## ECONOMIC CONDITIONS AND TRADING OPPORTUNITIES IN PORTUGAL \*

TRADE COMMISSIONER W. McL. CLARKE

### LUMBER AND PAPER REQUIREMENTS

The forests of Portugal cover nearly 2,000,000 hectares, of which almost half is made up of pine. Cork, oak, and chestnut are the other principal trees. From these forests a considerable cut is made every year, but the supply is not sufficient for the home demand and foreign lumber has to be imported. Staves for making wine barrels are one of the most important items in these imports. About 35,000,000 oak staves are imported annually from the United States, which is normally the chief and almost the sole contributing country, with the exception of Italy, which at times supplies chestnut staves. The imports of boards or planks from 15 to 35 mm. thickness run at 12 to 15 tons a year (one metric ton of soft wood equals 735 board feet, and one metric ton of hard wood equals 551 board feet). The imports of the same material from 35 to 75 mm. thickness is from 8 to 10 tons; the imports of boards and planks, 75 mm. thick and 25 cm. wide, totalled 1,082 cubic metres in 1919 (1 cubic metre equals 424 board feet of lumber), and the imports of boards or planks for joinery purposes in 1919 amounted to 3,354 tons. Spain and the United States are the chief sources of supply for constructional lumber, while Brazil furnished a large part of the cabinet wood imported. Only small quantities of Scandinavian and Central European lumber are imported into Portugal. American pitch pine is favourably known in Portugal. Little Canadian lumber has been brought into this country; in 1920 exports from the Dominion were valued at about \$180,000, which sum also included shipments to Madeira and the Azores.

There are quite a few paper mills in Portugal, although none of them carry on production on a large scale, and recourse has to be had to foreign countries,

\* The first section of this report was published in the last number of the *Commercial Intelligence Journal*.



especially now to Germany, for the country's paper requirements. About 3,500 tons of woodpulp are turned out locally, while the imports in 1919 amounted to 1,536 tons. On the other hand, about 1,280 tons of paper and cardboard were imported into Portugal during 1919.

#### THE MINERALS OF PORTUGAL

The future development of the mines of Portugal, it is believed, largely hinges upon the harnessing of the country's water-powers. At present mining exploitation is relatively dear, and with a possible water-power development of over 300,000 h.p.—of which 17,000 h.p. at present is being utilized by about twenty hydro-electric installations—it is hoped that not only the mining but the other industrial interests, including the manufacture of chemicals, will eventually find power cheaper and transportation less expensive.

Copper is the principal ore now mined in Portugal. Some 2,036 h.p. and 819 kw. is utilized in connection with these mines, where about 5,000 people are employed. The total exportation per year has reached as high as 350,000 tons. In 1919, however, the copper ore exports were only 45,000 tons. This ore goes principally to France, Great Britain, and Belgium. No metallurgical industry has been built up in which the copper mineral is treated. English capital is mostly interested in these mines, although a few concessions are being exploited by French and Spanish companies. The production of tin is one of the ranking Portuguese mining enterprises. This material, 60 per cent pure, is found to an appreciable extent together with wolfram deposits which are the most important in Europe, some 500 tons being mined in an average year. The exports of tin amount to about 200 tons per year. British, French, and Portuguese capital is invested in these tin and wolfram mines.

The total amount of iron ore obtainable in Portugal is estimated at 75 million tons, and up to the present the average output is about 30,000 tons a year. The iron content of the ore taken from the mines now being worked is 43 per cent. France, Belgium, and Great Britain are the leading countries of consignment.

About 40,000 tons of sulphur are produced in an average year in Portugal, but available local supplies do not meet the country's requirements. Uranium ores are found in Portugal and will eventually, it is expected, afford an interesting field for exploitation. Silver, gold, antimony, and lead are being mined but on a very small scale and contribute little to the economic resources of the country. Coalfields have also been discovered, but their output is negligible at present, and Portugal has an annual coal bill of about \$15,000,000, which fact argues still more cogently for the development of the country's water resources.

In the absence of any pure metallurgical industry of importance, Portugal has to import practically all of the semi-manufactured metal products for what iron and steel and metal-using plants the country has. Marine salt is very abundant in Portugal, the output being estimated at about 400,000 tons per year, about a fourth of which is exported.

#### MANUFACTURING INDUSTRIES OF PORTUGAL

Reference has already been made to Portugal's flour mills, her sardine and tunny packing industry, the cork plants, and the wine and olive oil industry. These industries rank first in importance, but Portugal has also other manufacturing plants devoted principally to the production of woollen and cotton goods, preserved fruits, glass, cement, earthenware and tiles. The locally clipped wool furnishes from 3,000 to 5,000 tons a year, while half as much again is imported to be worked up into woollen goods on looms, the majority of which

are very old-fashioned and driven by the old wooden Pelton wheels of the eighteenth century. Men's suitings, worsteds, serges and gabardines are each manufactured on a fairly important scale. Covilha is the centre of the industry. About 60,000 people are engaged in the cotton industry, and some 20,000 tons of raw cotton, imported mostly from the United States but in part also from Brazil and the Portuguese African colonies, are brought into the country every year. There are said to be some 400,000 cotton looms in Portugal, but only a part of these was recently operating. The cotton industry centres around Oporto and the output includes principally calico, prints, sheetings and handkerchiefs. Although other industries exist, and although in some cases they are individually important as in the case of cement, which can be turned out to the extent of 80,000 tons a year, or in the case of candles and soap, or the boot and shoe industry, Portugal is not primarily a manufacturing country, nor are new industrial enterprises likely to develop on any considerable scale, unless and until the water-powers of the country are applied to manufacturing.

#### PORTUGAL'S UNFAVOURABLE TRADE BALANCE

In 1913 Portugal's imports were valued at 89 million escudos and the country's exports at 35 million escudos, while during 1920 imports were 691 million escudos in value and exports 222 million escudos in value. Thus the unfavourable trade balance of the country has risen from 54 million escudos in 1913 to 469 million escudos in 1920, but it is to be kept in mind that owing to currency depreciation, the value of the escudo is only to-day about one-twentieth of its pre-war value, and hence this actual increase is based on a paper and not on a gold basis.

#### PRINCIPAL CATEGORIES OF TRADE

The general character of Portugal's trade may be illustrated by the following table based on the trade returns for 1919, the last full year for which complete statistics are available:—

Categories	Imports (1919)	Exports (1919)
	Escudos	Escudos
Live animals . . . . .	995,200	164,500
Raw material for industry . . . . .	99,920,200	24,671,400
Yarns and textiles . . . . .	19,282,200	4,089,000
Food products . . . . .	77,187,200	72,552,100
Machinery, machines, etc. . . . .	16,282,300	491,000
Miscellaneous mfgs. . . . .	15,760,400	5,064,500
Total . . . . .	229,427,500	106,982,500

#### APPROXIMATE IMPORTS AND EXPORTS

According to a semi-official estimate made for the writer by one of the leading Portuguese banks, the country needs to import annually, at a maximum, the following principal commodities: coal, 1,500,000 tons; maize, 200,000 tons; wheat, 200,000 tons; fertilizers, 150,000 tons; iron and steel, 68,000 tons; sugar, 40,000 tons; codfish, 35,000 tons; rice, 30,000 tons; raw cotton, 20,000 tons.

The value of the importation of petroleum into Portugal is now higher than the value of the coal imported. About 125,000 tons of petroleum products are now being imported annually.

On the other hand, Portugal's annual maximum exports of her principal products are as follows: raw and manufactured cork, 93,000 tons; lumber, 350,000 tons; mineral ores (copper, tin, wolfram and iron), 500,000 tons; wines, 100,000 tons; preserved and canned fish, 90,000 tons; fruit and vegetables, 100,000 tons. The country's principal re-exports are made up annually as follows: cocoa, 35,000 tons; coffee, 4,000 tons; oilseeds, 3,000 tons; rubber, 1,000 tons; and wax, 500 tons.



Most of this imported merchandise is carried in foreign vessels and Portugal has to pay to foreign shipping and insurance companies nearly \$15,000,000 every year.

#### TRADE BY PRINCIPAL COUNTRIES

Portuguese trade with England is about one-third of the total foreign commerce of the country. Great Britain is Portugal's best market for Port and Madeira wines and takes about 59 per cent of the annual production of fresh and dried fruits, and imports about 75 per cent of the figs, almonds, and carobs of the southern provinces; while cork and mineral ores are also purchased by Great Britain in Portugal. The principal imports into Portugal from Great Britain consist of coal, tinplate, iron and steel products, cotton piece goods, and industrial machinery. It is also through Great Britain that Portugal buys a considerable part of her American purchases of cotton, wheat, and codfish.

The import trade of Portugal from the United States consists mostly of staves, tobacco, cotton, wheat, petroleum products, agricultural machinery, and motor cars. The Portuguese exports to the United States are made up of sardines, cork, dried fruits, tartar, goatskins, and re-exported cocoa. During 1919, 20 per cent of the total imports were derived from the United States, and the United States took in return 5 per cent of the Portuguese exports. This import trade percentage, however, has dropped appreciably during the last few years.

Normally, Portuguese trade with Brazil represents about 8 per cent of the total. As Brazil was formerly a colonial possession, and at present has an actual Portuguese colony of some two and a half millions, and as about 35,000 Portuguese emigrate every year to Brazil, it is not surprising that there should be a strong current of trade between the two countries. Cheese, butter, fruit, vegetables, olive oil, tinned fish, tiles, and light wines are easily exported thereto, while Portugal buys therefrom such products as sugar, coffee, lumber, and rice. Notwithstanding this tendency to trade with this South American republic, the markets and offerings of the rich colonial empire of Portugal are inevitably cutting in on the Brazilian trade.

In Spain, Portugal buys among other commodities, rice, cotton goods, wool, and live animals, and sells to Spain sardines, salt, live stock, and a little fruit. The Spanish-Portuguese trade represents about 10 per cent of Portugal's total trade. There is always what may be termed primarily a *de luxe* trade from France into Portugal in such products as velvets, silks, automobiles, perfumery, and to some extent also machinery, iron and steel products, and cotton goods. Italy exports some silk, beans, and sulphur to Portugal and buys therefrom principally sardines. German trade with Portugal consists mostly, as regards imports, of iron and steel products, chemicals, machinery, hardware, and large and varied lines of other manufactured goods. To Germany, Portugal sends cork, skins, light wines, grapes and raisins.

The tendency in recent years, with the fall in the value of the Portuguese currency and the activity of the German manufacturers, has been to buy less in Great Britain, the United States, and Spain than during the war years, and to purchase more in Germany and low exchange countries. German shipping is again coming to the fore in the port of Lisbon and many German goods, especially in manufactured lines, were noticed last year in Portugal. The number of German steam vessels calling at Lisbon in 1921 totalled 184; in 1922 the number was 382.

#### Openings for Canadian Trade in Portugal

As Portugal is characteristically an agricultural country and as farming methods are far from modern, the writer is of the opinion, after investigating the market at first hand, that Canadian manufacturers of agricultural machinery

and implements can add to their foreign trade in this country. Portugal is not altogether unfamiliar with Canadian farming equipment, and two of our marks are known to some extent; and in fact Canadian shipments have been increasing of late. American machinery has also been and is being imported. Although some of the cheaper and simpler types of farm machines and implements are made in the country, yet in such agricultural instruments as forks, sickles, scythes, and sheep shearers, and in such machinery as ploughs, cultivators, hand pumps, feed grinders, seeders, harvesters and binders, there would appear to be an opening for Canadian exporters. A few American tractors have been sold in Portugal, but the number is very small.

As regards the market for tools and hardware, importers pointed out to the writer that Canada should also be able to compete to some extent in this market. Germany has the lower-priced import trade pretty well cornered, but in the better-quality goods Great Britain, France, and the United States are the principal suppliers. Among those articles which might be imported from Canada are handsaws, rip-saws, hatchets, planes, squares in the metric dimensions, braces and belts, screw drivers, pliers, wrenches, stone cutters', brickmakers' tools and trowels—as the majority of houses are of stone and mortar—locks, hinges, bolts, rivets, screws, etc. Such products as files, rasps, padlocks, keys, hinges, bolts, carriage hardware, enamelled ware, saddlery hardware, lamps, lanterns, and stoves, besides being imported are also made to some appreciable extent locally, but the quality does not approach that of our own standards, although the tendency is for the Portuguese to buy the cheaper article and sacrifice the better quality and durability of the imported commodity.

Among the other specific manufactured products which Portugal buys abroad may be mentioned paper, office supplies, paints, cordage, upper sole and upholstering leather, leather belting, prepared food specialties as tinned milk, meat, salmon, and biscuits, electrical supplies, pianos, sulphate of copper, carbonate of soda both crystallized and refined, calcium carbonate, caustic soda, copper and iron wire, enamelled ware, iron piping, railway material, linoleum, sewing machines, gasoline engines, rubber tires, automobiles and accessories.

Apart from the actual market, it is important to remember that Portugal is only partially developed to-day and that economic progress, despite many present handicaps, will in all probability continue. As more land is brought under cultivation, and as scientific farming is more generally introduced, Portugal will need more agricultural and irrigating machines. The exploitation of the country's water-powers, estimated at 300,000 h.p., and only a fractional part of which is now harnessed, will call for electrical machinery. The roads are sadly in need of repair, and one of the most pressing economic problems to-day is the building up of good public highways. Rolling stock is also in a worn condition and a considerable portion requires replacement. The intensifying of the mining industry will be accompanied by a larger importation of necessary supplies. Finally, the further opening up of the Portuguese colonies will demand a very considerable amount of various kinds of material and products likely to be useful in the development of new countries.

When it is considered that among Portugal's staple imports are wheat, sugar, and codfish, which are typically Canadian products, and when to these staple purchases are added all or at least some of these other importations from abroad, it is evident that the Canadian manufacturer and exporter might profitably go after a larger amount of Portuguese trade. In 1921, when Canada was sending wheat to Portugal, export trade to this country amounted to about 1½ million dollars, but in 1922, when there were no wheat sales, our export trade thereto fell off to \$100,000. Surely the elimination of wheat leaves too small a total from Canada. If we can sell tires, codfish, agricultural machinery,



autos, piping, iron wire, and sugar, even to a very limited extent in Portugal—and these are our principal exports with the exception of wheat—we should be able presumably to increase these sales and to try out successfully some of the other lines to which reference has already been made. To mention a few of our more patent obstacles, we are, it is true, not well acquainted with the market, the value of Portuguese escudo is extremely low in such high exchange countries as Canada, the customs tariff is high, there are no direct shipping facilities, but it is equally true that the import trade is now not insignificant in quantity and value and that the next few years will doubtless see a further expansion. If then the principles of modern export practice are applied to our export endeavour in Portugal, we shall, the writer is optimistic enough to believe from his preliminary study of the market, be able to net larger compensating returns in Canadian-Portuguese trade.

## COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

### Trade Conditions at Sydney

Sydney, March 13, 1924.—At the present time the season throughout Australia gives promise of all that could be desired, for, while serious floods have been averted, copious rains have fallen. This statement applies particularly to the whole of the State of New South Wales, and the pastoral, agricultural, and dairying districts are in consequence in a flourishing condition.

An immediate result has been a fall in the price of dairy produce and some other lines, and an increased demand for live stock, more especially sheep. Pastoralists are naturally keen to stock up their stations with the wool market in its present buoyant state. The meat market has also considerably improved.

### Sydney Wool Sales

The waning of the wool season is sharply reflected in the character of the offerings, and at the thirteenth round of sales this week—the last but one of the main selling season—there was a marked falling off in the attractiveness of the daily offerings.

Real super wools are few and far between, and naturally auction prices have not reached the extreme limits registered last month, when many extra super lines were submitted. Ordinary topmarking sorts have been plentiful and have met with very strong demand with a shade of improvement in prices, and all other descriptions are very firm at late rates, with perhaps the exception of short thin wools, for which the competition is limited, resulting in irregularity and at times weakness.

The North American demand is not so much in evidence now, but this is due to the fact that suitable wools are scarce. The end of the season is strongly reflected in the daily offerings and super wools are scarce. The Japanese section of buyers is keen, and Yorkshire buyers are operating freely, while the Continental demand has been very strong. The Germans especially have been purchasing very freely of late.

### Cotton Growing in Australia

A good cotton crop is assured in the State of Queensland, but owing to the long-continued drought during the early part of the growing season the New South Wales crop will not be a success. It has been officially stated that the Queensland crop this year will weigh about 10,000,000 pounds, the value of which will be nearly £1,000,000. Last year's crop was only worth one-fourth of that amount.

### **Fish Trawling on the New South Wales Coast**

Last year the New South Wales Government abandoned the scheme inaugurated in 1914 for the supply of deep-sea fish to the public after having sustained a loss of over £250,000. The plant was disposed of at a very low rate to private purchasers, and the purchasers of the trawlers have since put them in commission and their operations have been so successful that it is the intention of one company to extend its enterprise considerably. An important aspect of the scheme is that fish-curing and canning operations are contemplated in the near future.

### **Manufacture of Power Alcohol at Brisbane**

The Commonwealth Government has an acetate of lime factory at Brisbane which has not been in operation for some time. It is now proposed to utilize the plant for the purpose of manufacturing power alcohol from molasses, of which for the present it is expected to treat 4,000 tons, estimated to yield 260,000 gallons of power alcohol. Queensland's production of molasses last year amounted to 50,000 tons, and would, if converted into power alcohol, represent 3,250,000 gallons.

### **MUSICAL INSTRUMENTS IN THE NETHERLANDS EAST INDIES**

TRADE COMMISSIONER A. B. MUDDIMAN

In the larger cities in Java, there are some first-class music shops that would be well considered in the most exacting musical centres in Europe, while the cafes and hotels have excellent European orchestras. But it should be very difficult for Canadian firms to import musical instruments into this area. In the first place, German pianos, violins, trumpets, etc., are not only cheap but preferred, for young Holland has learned music for years from German professors. Again, there are some excellent local workshops where European experts partially construct and assemble instruments. For example, besides the importation of German pianos, piano actions seem to be brought in from Germany at a very cheap rate and properly installed in teak cases, etc. The instruments put up in Sourabaya would appear almost superior in their outside finish to those the writer has seen coming into English colonies from Shanghai. A point in this connection should not be forgotten, that the Chinese-assembled piano with American action is unable to compete in this territory.

*Pianos.*—As the construction of a piano for a tropical climate has been often detailed, the writer assumes it is unnecessary for him to enter into details. He will therefore only state that an instrument for this area should have its ribs screwed, if not dowelled on, and all glue fixings should also be screwed. The piano wire should be rust-proof. Allowance should be made for wood swellings; kiln-dried wood should not be used. In fact, teak is the only wood for the tropical piano owing to its resistance to insect pests. Iron frames are sometimes employed. The selling price of a new piano may average from around \$280 to \$800 for a large instrument. The writer has remarked a number of a famous but expensive French grand piano make.

During the war, pianos came in here from North America because European goods were unobtainable. In this connection the remarks of a local musician may be cited: "The pianos obtained from America were not so good as those from Germany. We know quite well American pianos are made that are as good as the German, but why we consider those imported from America during the war were not so good was due to the fact that the best piano belly wood



comes from the Schwarzwald in Germany and that the American manufacturers were unable to obtain it." All pianos should be packed in zinc-lined cases for this area.

*Gramophones.*—The only musical line in which Canadian firms can compete at the moment is possibly in cheap gramophones. Attempts have already been made to place one maker; but in Samarang a department store of German origin was retailing a line at about \$10 with a good profit. It is hoped that one Canadian make, however, is cheap enough to place, as German prices have recently been rising.

The demand for gramophones should be classified under two heads. The first of these is the European for moderately expensive machines. This is already well catered for, and any new make that comes on the market meets keen competition. It should not expect immediate results. Only advertising and a lower price with a better quality of machine will get it anywhere. The real market here is for cheap machines. In these the Chinese retailer is in a strong position, as he sells on an instalment plan of his own. The quantity sold is very dependent on the way the machine is put on the market. Canadian firms are recommended to appoint a local European house, as it is absolute folly to sell to the Chinese toko direct, granting him discounts, etc., even if for the moment the business looks good. An agent should be appointed who has good powers of distribution, and at the same time is willing to guarantee the sale of so many machines a month. He should be trusted and backed with advertising; but careful investigation should be made of any agent's power to distribute in and also outside Java. If he is centred in Batavia, he may be only able to distribute adequately through West Java. If in Samarang he may be practically useless outside central Java and so on.

In placing this agency like others, the Canadian firm's representative should take as many precautions as possible to ascertain an agent's connection with the Chinese camp and his general distribution powers in all three Javanese trade centres—Batavia, Sourabaya, and Samarang. If there are branches in all three towns, time is not wasted in calling on all three managers as the momentary needs of Central Java may differ from East or West. Further, the local manager likes this personal note, and it tends to establish more intimate relations.

## COMMERCIAL CONDITIONS IN ARGENTINA

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, March 27, 1924.—At the present time several factors are combining to increase prosperity in Argentina. Successful efforts have been made to cut down national expenditure. A deficit of seven million dollars (Canadian) is forecasted for the approaching end of the fiscal year, but the deficit last year was one of forty millions.

The work of the agricultural experts who have been brought by the Minister of Agriculture from Europe, the United States, and Canada should have an immediate beneficial effect on the resources of the country. The Government is not alone in this work, for the experimental farms of the railways, established throughout the country for the instruction of the rural communities, are also doing excellent educational work.

The statistics of export for January and February are about 30 per cent more than those of the same months a year ago. Flour exports for the first two months of this year aggregated 19,293 tons, or about one-third of the total exports for 1923, while the number of cases of butter exported during January and February totalled 300,000, a considerable quantity going to the United States and Canada.

The revenue of the Buenos Aires Customs House to March 18 amounted to \$20,310,000 (Canadian), which compared with the figures for the same period of 1923 shows an increase of \$635,000.

The Minister of Public Works has received offers from several foreign bankers representing manufacturing interests for loans to be used for the purchase of supplies. It is stated that the representatives of a group of British bankers have offered £30,000,000 sterling at 4 per cent interest, purchasable at 97½, amortizable in thirty years, on condition that the money be used for the purchase of material in Great Britain.

## METHODS OF DEVELOPING TRADE WITH NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE.

Milan, March 20, 1924.—In endeavouring to work up a Canadian export trade with Northern Africa it is important to keep in mind the following considerations:—

(1) It is important that a Canadian manufacturer should study and by studying get acquainted with the North African market. It has been the aim of the writer in the reports on this subject which have been published in the *Commercial Intelligence Journal* to emphasize the demand and supply both actual and potential of each of the countries, to indicate probable lines of future economic development and to give specific data on the status of the markets. This information can be supplemented by definite inquiries addressed to this office which will be gladly answered. Canadian business men would also be well advised to combine a pleasure and business trip to the North African countries and estimate for themselves at first hand the possibilities of the markets.

(2) The ingrained preferences of the native as well as the European population should be noted, and a serious effort made to cater so far as practical to these predilections. As a general working export rule, it is advisable not to force the taste of the customer.

(3) The North African market is not fundamentally to any extent a *de luxe* market. The requirements of any of the three countries are on the whole ordinary. Moreover, the spending power of Northern Africa is per capita small and not large.

(4) North Africa as discussed in the reports which have been published in this journal is for the greater part French North Africa, and hence it is advisable either in interviews or in correspondence to approach most importers by means of this language. In Spanish Morocco, Spanish may be more profitably employed and in some cases, when dealing with Tunisia, Italian could also be used.

(5) There is, moreover, a psychological reason why Canadian exporters could be well advised to let North African importers know that Canada is proud of and cherishes her own French connections. French feeling runs high especially among the business men of Algeria and French Morocco, and with them Canada's racial and historical associations with France should be strongly emphasized.

(6) It may be found that at times the most satisfactory method of conducting Canadian export business with Northern Africa is at first through the medium of a French firm at Paris or Marseilles. So large a part of North Africa's trade is done with France, that those Canadian houses which are already in the French market itself might inquire from their French agents as to whether they have connections in Northern Africa. If so, the Canadian exporter could



act through these French channels. On the other hand, it is to be noted that representation on the spot is as a general rule more satisfactory in the long run to both the export and import market. There are some merchant houses in Northern Africa and still more commission firms with whom Canadian companies could profitably work. Care must be taken in any case in selecting a representative. There is the Italian and French importer in Tunisia and principally the French importer in Algeria and Morocco, plus many native Jewish firms, and a few English and Spanish firms, from whom it is possible to make a selection. Up-to-date status reports should in every case be secured from some well-known bank or from other authentic sources of information, as commercial conditions vary from one year to another in these North African countries. A first-class commission agent in North Africa is, the writer believes, the most satisfactory way of working these markets at first hand and in most lines.

(7) The city of Tunis offers the best strategic position for developing business within Tunisia, the city of Algiers for Algeria, and Casablanca for French Morocco. These are the most important economic centres, and an agent working these countries on the spot for Canadian firms could best have his head office in these respective cities.

(8) For quotation purposes it is important to bear in mind that a specified price for any commodity should be intelligent to the importing house in North Africa. The ideal quotation in Algeria would be a laid-down price at Algiers, but owing to the irregular steamship services from across the Atlantic to North African ports, this desideratum becomes at times but a hazard. On the other hand, it should be possible to obtain from steamship or railway or forwarding agencies in Toronto and Montreal such data as will make it practicable for the Canadian exporter to estimate a Marseilles c.i.f. price. This French seaport is the spearhead of attack for North African trade so far as the French themselves are concerned, and the French do the greatest amount of business with Tunisia, Algeria and Morocco. A c.i.f. price Marseilles therefore, other things being equal, should be in most cases clear to any intelligent North African importer. A c.i.f. quotation Bordeaux is an alternative choice for French Morocco and perhaps in most cases the first choice.

(9) In these days of more or less unstabilized commercial conditions, it is difficult to lay down any hard and fast rule for conditions of payment in North African trade. Opening of irrevocable credits in Canada or United States or Great Britain as well as long termed credits may, however, for the most part be ruled out. What is wanted primarily from Canada is at least as good terms as are granted by other competing countries. If goods are paid for on arrival and against shipping documents, the most generous treatment allowed is generally a discount of from  $2\frac{1}{2}$  per cent to  $3\frac{1}{2}$  per cent. On the other hand a 30, 60, 90 and even 120 days' credit is sometimes allowed without interest charges, but if the credit is further extended up to 6 per cent interest may be charged. The trading terms granted by a Canadian exporting house will therefore at best and in most cases run within these limits. The writer, from interviews he had with importers and business men, is inclined to believe that payment at first should not exceed 90 days from date of invoice and that a  $2\frac{1}{2}$  per cent discount on cash payments against documents is quite sufficient inducement. Much will depend naturally on the recommendation of the agent who is looking after the Canadian business, in whom the Canadian firm, after thorough investigation, preferably carried on the spot, must have confidence. It is he who should be in the best position to advise the Canadian exporter in this matter of arranging a reasonable method of payment which will be satisfactory to both parties. For products such as agricultural machinery, the payment of which often comes out of the harvest revenue, a greater leniency can with the best firms be allowed, and it is only with firms of first-class standing that Canada will wish to trade.

(10) Commissions paid to agents in Northern Africa generally vary from 1 per cent to 5 per cent on sundries and from 5 per cent to 10 per cent on machinery, these commissions being reckoned preferably on a c.i.f. basis. It is worth while for a Canadian manufacturer to pay his North African agent a remunerative commission, otherwise the Tunisian, Algerian and Moroccan importer will be most likely to deflect his effort on behalf of competitors who will.

(11) These countries are not accustomed to Canadian weights and measures, and it is advisable to lay emphasis on the importance of using, so far as practicable, metric weights and measures in cataloguing and quoting for the North African market.

(12) Intelligent advertising has a claim on Canadian exporters to these North African markets. The use of trade marks, attractive labelling in French of canned and shelf goods, occasional newspaper insertions, show cards in French for the use of retailers, the giving away occasionally of knick-knacks to native purchasers, the wise allotment of samples, the employment of the film, the display of attractively and suitably got up posters on signboards, street car and theatre advertising, the distribution of Canadian commercial literature in French to Chambers of Commerce and representatives of commercial bodies, the showing of Canadian goods at the Algiers Annual Fair or at the annual agricultural show of Casablanca, are some of the more practical ways in which Canadian exporters either individually or in some cases collectively could advertise Canadian goods in Algiers. The best advertisement, however, for Canadian goods will be (a) competitive prices, (b) equality or superiority and adaptability in the quality of our goods as compared with those of other countries, and (c) the amount of service and accommodation that can be given.

(13) It is significant to note the amount of business done with Algeria by means of parcel post.

The need for proper packing and documentation has been referred to elsewhere in this report.

To recapitulate, emphasis has been placed in the foregoing paragraphs on the desirability of getting to know the North African market, and meeting the natural or customary bent of the buyer; on the ordinary character of the market; on the advisability in most cases of approaching the North African European trader in French, and in emphasizing Canada's associations with France; on the need for direct representation, in centres where Canadian representation can best be made; on the necessity of quoting prices intelligently and granting the usual terms of payment and the customary rates of commission; on the preferable use of the metric system; on the different media of advertising; the use of the parcel post, and the importance of good packing and adequate documentation.

## TRADE MARKS IN NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

Milan, March 20, 1924.—The importance of selling goods under a trade mark has been emphasized in the section of this report dealing with textiles, which was published in *Commercial Intelligence Journal* No. 1052. The general use of trade marks in Northern Africa, however, in so far as the native trade is concerned, is so vitally important that a few additional remarks will be appropriate.

In the first place it may be pointed out that much of the English trade with the Moors and the Arabs has been built up by exploiting a trade mark, which after all is only a special form of advertising used by practically all big commercial houses to-day. Not only has Great Britain gone in for this kind of advertising, but France, Italy, and Germany have recognized the value of



trading in Northern Africa on some simple sign. The writer uses the word "simple" advisedly, as trade marks to be successful in North Africa must be of a non-complicated character and representative of objects seen in everyday life. Something habitually seen or continuously employed by the native will catch his fancy and hold his memory. A palm tree, a camel, a tea kettle, a native pitcher, a Moorish tower, a hand, a horse shoe, a fish, a pick, a bird, a box, a saw, a native dagger, a crescent, a star, are all among many other familiar objects, and if drawn to please will assist materially in making the imported goods known. In Northern Africa as in other countries the foreign exporter desires to get repeat orders, and it is not only to place the article at the first sale but to obtain repeat orders that a trade mark is essential. Some importers were prepared to state that a trade mark in staple lines is often of equal value to the quality and price of the goods themselves. This may be an exaggerated statement, but the indispensability of a trade mark is thus inferred. In selling therefore to the natives any of the staple imports such as candles, sugar, soap, and cotton goods, or such articles as sickles, teapots, tea, matches, candies, nails, etc., or in fact in exporting most of the common merchandise which eventually goes into the hands of the natives, the utilization of a trade mark on the wrapper, the package is to be recommended. And, as has been stated, the native, and particularly the Moor, prefers the simplest mark. In fact the mark may often be called by some name entirely foreign to the object, as for example in the case of a certain cotton textile, popular in Morocco, which has printed on it a very simple private coat of arms but which is called locally a "frog."

To take some specific instances of trade marks in use it may be pointed out that in cotton piece goods a Dutch teapot printed on the outside fold is perhaps the best business getter at present in Morocco. The teapots themselves which sell the best are those stamped on the bottom with a crown supported by cross swords and the figure 5. One of the large tea exporters to North Africa stamps his tea cases with a horseshoe surmounted by a fish, and a competitor in endeavouring to get in on the market left the fish but blocked out the horseshoe with ink, only to find out afterwards that the natives would not accept the fumbled mark. Matches are imported from Belgium showing on the box cover a Turkish girl smoking, under which is Arabic writing. The hand of Fatima is often employed in different ways as a trade mark, and a well-known bellows sells under this sign. The Italians to cut in on the Moroccan candle trade—at one time almost entirely cared for by the Asiatic Company of Great Britain—began to put up their candles in the 13-ounce blue paper wrapper with an attached label on the package depicting in bright colours the Kocetoubia or famous mosqué of Marrakech. A sickle will often sell well with but a number on the blade. Last year "20" was in demand by the natives of Morocco, the "20" really signifying the length of the sickle. One of the large British trading companies use as a trade mark in Morocco a circle inset with a crescent, a star, and an Arabic inscription. The mark is done in bright contrasting colours consisting of red, yellow, pale blue, white, and black.

Enough has been written to indicate that trade marks are actually a fetish among the natives of Northern Africa. It would seem worth while therefore for Canadian exporters to this part of the Mediterranean to advertise their wares with pictorial marks of an acceptable kind, which reproductions, representative as they should be of everyday objects, can best be made along conventional lines.

## COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, April 1, 1924.—There was a slight improvement in the commercial situation during the month of March, due principally to the practical cessation of major military operations in the areas which had been subject to disturbance since the early days of December last. This fact, combined with the consequent renewal of railway communication between Mexico City and various important centres of commerce, has led to a feeling of renewed confidence in the future, in spite of a continued lack of ready money for new enterprises.

There has been an increase in banking deposits, and loans for commercial purposes have been obtainable with greater facility than during the previous month. An increase of orders is also reported in the wholesale trade, together with an improvement in collections.

No noticeable changes have taken place in the situation of the retail trade, which continued depressed, particularly in those branches devoted to the supply of luxuries, and to a certain extent in foodstuffs and clothing. This is due largely to the situation of the numerous government employees on small salaries, who have not been paid for about two months, and are therefore reducing their purchases to the lowest possible limit.

A slight improvement is reported in manufacturing industries, although difficulties have been encountered in the textile mills on account of the activities of the "reds", who have threatened to seize such plants as did not provide sufficient employment to their workmen; no definite action has, however, been taken in this connection.

There is renewed activity in the import trade, which appears to be rapidly approaching normal. This situation is reflected in the number of inquiries which have been received recently at the office of the Canadian Trade Commissioner in regard to Canadian sources of supply for numerous articles for which there is a demand in Mexico, notably in regard to wheat, flour, general foodstuffs, lumber and industrial chemicals.

On the whole, the month of March has been characterized by a note of optimism in commercial and financial circles. While no great changes have taken place of a definite character, there are indications that the recent crisis has now been surmounted, and a renewal of activity in all branches of business is anticipated within the next few months.

## MEAT INDUSTRY OF SOUTH AFRICA: REORGANIZATION PLANS

An interesting scheme is under consideration by the Agricultural Department of the Union of South Africa and a number of people interested in the cattle industry for the reorganization of the meat trade, says the *London Times Trade Supplement*. It is intended to establish an organization for the distribution of all live stock, whether for internal consumption or for export, to regulate supplies and to dispose of the Union's surplus in the oversea markets.

It is intended to cover all expenditures by a levy of 2s. per head on all slaughter stock, this sum to be deducted from the sale of cattle by the organization, the money so accruing to be used for the purchase of plant and to meet overhead expenses. To ensure proper collection of the levy, it will be necessary to pass a law compelling all master butchers to furnish a monthly statement of the number of animals slaughtered by them and to send a remittance accordingly.



The association will not be run for profit, consequently producers will not be asked to subscribe any funds other than the levy. Should producers outside the Union boundaries wish to sell under the association, they will be asked to pay a levy of 4s. per head on all cattle sold, and 6d. per head for small stock. The accumulated funds will be used for establishing an efficient selling organization overseas, so as to ensure the best possible prices for exported meat. The idea is that in every town and district in the Union local committees shall be formed from among the primary producers, these to be under the control of the Central Board.

It is proposed that the stabilization of prices in South Africa should be based upon the supply and demand of the world's markets, also according to seasons, weather conditions being taken into consideration. Standing prices will be regulated monthly, according to the circumstances, and will be paid direct to the producers, less the charges, which will, for the present, be 5s. per head for cattle, 1s. 6d. for pigs, and 6d. for sheep. The standing prices will be paid to the producer at the rate of so much per 100 pounds live or dead weight. All slaughtering charges will be borne by the purchaser, except in the case of sales taking place by dead weight, in which case the producer will be charged. All live stock will be offered for sale by public auction. The bidding will commence at the standing prices, and any funds derived from prices realized over and above these will be utilized for the purpose of supporting the export trade.

The object being to equalize prices for export and local consumption, it is the intention of the association to augment local prices to the level of export prices. This works out at a contribution by the sellers of 90 per cent for local consumption and 10 per cent for export. The amount required to keep export values up to the local prices will not be felt by any individual, as it will be obtained from the levy, the Government bounty, and the surplus raised above the standing prices.

## **AGRICULTURAL TOOLS AND IMPLEMENTS IN DOMINICAN REPUBLIC**

Imports of agricultural machinery, tools, and implements into the Dominican Republic have shown a constantly decreasing tendency in recent years. The 1913 imports amounted to \$143,418 and in 1920 imports had increased to \$252,673, says the United States *Commerce Reports*. In the next year, however, they decreased to \$138,144, and in 1922 to \$36,779. Hand tools play a more important part in this trade than do implements and machinery. The favourite machete is constructed with a heavy, slightly curved point broadening at the tip to a width of about 4 inches. Most of them are imported from Germany at prices with which British and American machetes have been unable to compete. Hoes are used quite extensively and are imported from England and the United States. Shovels and spades also sell well, and a large proportion come from the United States.

The demand for agricultural machinery and implements has been limited largely to ploughs, but other implements are now coming into use. A total of \$78,562 worth of agricultural implements was purchased by the Dominican Republic from the United States (according to United States export statistics) in 1923—a considerable increase over that of the previous year. United States sales of ploughs to the Dominican Republic amounted to only \$6,604, and hand hoes and rakes to \$5,450. A few mowers were included in this total, various harvesting and cultivating implements, and 19 tractors.

## CANADA'S TRADE WITH CUBA

TRADE COMMISSIONER J. CORMACK

Kingston, Jamaica, April 7, 1924.—The trade statistics of Cuba for the calendar year 1922, which have just been published, show that the total turnover of the republic for that period was \$514,310,141; imports were valued at \$180,757,840; exports at \$331,379,091; and re-exports at \$2,173,210. Exports to Canada were valued at \$4,999,511 as compared with \$2,317,359 in the previous year; imports from Canada at \$3,758,900 in 1922 as against \$5,030,825 in 1921. As the imports from all sources on the average dropped 50 per cent, comparing 1922 with 1921 it will be seen that Canada's export trade to Cuba has not suffered so much on the average as that of other countries, although her share in that trade, 2 per cent, is capable of considerable expansion.

*Articles Exported to Cuba.*—Chiefly because of the Customs preference to the United States and the longer distance of Canadian ports from that market, foodstuffs are in the main the only articles that Canada can successfully send to Cuba in competition with the United States. Among other products shipped from Canada to Cuba during 1922, an increasing quantity of cement is recorded, valued at \$35,914 as against \$27,680 in the previous year, and an increasing quantity of sugar mill machinery, \$30,733 as against \$22,294 in 1921. On the other hand, the quantity of writing paper decreased, \$46,367 as against \$16,670.

*Cement.*—Competition from the local Cuban Portland cement company is expected to be keener during this present year, and it is anticipated that the company will have a future output of over 700,000 barrels per year. This industry will in all probability be given further tariff protection, although at present it supplies about 60 per cent of the total Cuban consumption. The United States, Germany, and Norway are also in this trade.

*Paper.*—This commodity is subject to local competition from the Compania Papeleria Cubana, which produces some 13,000 tons of paper, mostly kraft, per annum. The pulp used is imported chiefly from Scandinavia.

*Foodstuffs.*—Potato imports from Canada accounted for \$1,687,933 in 1922 and \$1,819,580 in 1921. Flour increased from \$394,768 in 1921 to \$697,291 in 1922, and since then this increase has been well maintained. Bacalao (salt fish) decreased from \$1,662,913 to \$927,162; shell fish increased from \$14,275 to \$124,109; while beer and barley, which figured prominently in the statistics in 1921, disappeared in 1922.

*Opportunities for Canadian Lines.*—While the Cuban market cannot yet be said to be stable, and great care should be taken in the selection of firms to whom credit is given, there is at present a good trade to be done in the Republic. In addition to those above mentioned, the best possibilities would seem to exist for the sale of the following lines, viz: onions, hay, canned tomatoes and fish, jams, pickles, macaroni, cutlery, hollow-ware, sporting goods, soaps, perfumes, chairs, piece goods and footwear. In all these lines there should be some trade for a competitive article from Canada, and this office will be pleased to supply special information covering the trading opportunities for these and other goods on request from interested Canadian exporters.



## FORTHCOMING EXHIBITIONS AND FAIRS

The following announcements of forthcoming exhibitions and fairs are taken from the *British Board of Trade Journal*.

### United Kingdom

*British Empire Exhibition, Wembley Park, London—*

April to October. Organized by the British Empire Exhibition Incorporated, 14-16 Grosvenor Gardens, London, S.W. 1.

*International Foundry Trades Exhibition—*

Bingley Hall, Birmingham, June 19-23. Apply to Chamber of Commerce, New Street, Birmingham.

*Chemists' Exhibition (27th Annual)—*

Central Hall, Westminster, S.W. 1, June 23-27. Organized by the "British and Colonial Druggist," 194 Bishopsgate, London, E.C. 2.

*Liverpool Health Exhibition—*

July 14-19. In connection with the 34th Congress of the Royal Sanitary Institute, 90 Buckingham Palace Road, London, S.W. 1.

*Machine Tool, and Engineering Exhibition (3rd)—*

Olympia, September 5-27. Apply to Secretary, Machine Tool Trades Association, 70 Victoria Street, London, S.W. 1.

*Birmingham Imperial Fruit Show—*

Bingley Hall, October 24-November 1. Organized by the Imperial Fruit Show Committee, 18, Bedford Square, London, W.C. 1.

*International Cycle and Motor-Cycle Show (10th)—*

Olympia, November 3-8. Organized by the British Cycle and Motor-Cycle Manufacturers' and Traders Union Limited, Coventry.

### Other Countries

*Oporto International Motor-Car, Aviation, and Sports Exhibition (3rd)—*

May 23-June 1.

*Turin International Automobile Exhibition—*

Opening May 26.

*Amsterdam International Bakery Exhibition—*

May 28-June 15.

*International Aero Exhibition—*

Prague, May 31-June 9.

*Barcelona Samples Fair (5th)—*

May 31-June 10. Apply to Feria Oficial de Muestra, Plaza Antonio Lopez, Barcelona.

*Nantes "Exposition Nationale"—*

May-October.

*Padua International Samples Fair (6th)—*

June 5-19.

*Netherland Indies International Fair (5th)—*

Bandoeng, June 21-July 6. Apply the Secretariat, Jaarbeursgebouw, Menadostraat, Bandoeng.

*Melbourne Motor Exhibition (All British)—*

July. Organized by the Australian Association of British Manufacturers.

*Swedish Annual Trade Fair (6th)—*

Malmo, August 1-7.

*Swedish Industries Fair—*

Gothenburg, August 3-9. Subsidized by the Swedish authorities.

*Nighni Novgorod Fair—*

August 15.

*Ljubliana Annual Samples Fair (4th)—*

August 15-25.

*Melbourne Electrical Exhibition—*

September.

*International Congress and Exhibition of Social Economy—*

Buenos Aires, September. Inquiries to "Musio Social Argentino," Maipu 126, Buenos Aires, Argentine Republic.

*International Dairy and Refrigerating Machinery Exhibition—*

Buenos Aires, September 1.

*Swiss Industries Fair—*

Lausanne, September 13-28.

*Amsterdam People's Food Exhibition—*

September 11-28. Apply to the Secretary, Executive Committee, Weekblad, "Volksvoeding," Groenburgval 44, Amsterdam.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Imperial Customs Conference Forms

Announcements have been made from time to time in the *Commercial Intelligence Journal* relative to the adoption, with or without modifications, in certain British Dominions and Colonies of the Imperial Customs Conference form of invoice and combined certificate of value and of origin. Summarizing this information, it may be said that the Imperial form may now be used by Canadian exporters as follows:

*New Zealand, Union of South Africa, Southern Rhodesia, Northern Rhodesia, Bahama Islands, Barbados, Dominica, Grenada, St. Vincent, Western Samoa, Fiji.*—Use forms in their entirety.

*Australia and Newfoundland.*—Only the form of invoice and certificate of value are required. Special forms are used for invoicing motor cars and chassis to Australia. (See F.T.D. Leaflet No. 3-A).

*British Guiana.*—Delete notes under heading of Origin, together with paragraph 5 (a), paragraph 5 (b) being renumbered 5. It is understood that the customs authorities in British Guiana also desire exporters to delete the words "either wholly or" or "either . . . or partially" in paragraph 5 and to initial the change.

*British Honduras.*—No regulations have been actually issued adopting the Conference forms, but it is understood they are accepted.

*Cyprus.*—The Imperial forms have been adopted but special certificate of origin required for refined sugar, extracts of sugar and molasses, and manufactured tobacco.

*Trinidad and Tobago.*—Omit column headed "Current domestic values," the list of charges relating to freight, packing, etc., at foot of invoice, and paragraphs 3 and 4 of certificate of value.

*St. Lucia.*—Same as Trinidad.

*Jamaica.*—Same as Trinidad except that in paragraph 1 of the certificate of value the words, "at the place of purchase" are inserted after the words, "to be paid."

*Gold Coast Colony.*—Omit column headed "Current domestic values," the list of charges relating to freight packing, etc., at foot of invoice, paragraphs 3 and 4 of certificate of value, the certificate of origin, and in paragraph 2 of certificate of value, the words: "That no different invoice of the goods mentioned in the said invoice has been or will be furnished to anyone."

*Gambia.*—Same as Gold Coast Colony.

*Sierra Leone.*—Same as Gold Coast Colony except that the column headed "Country of Origin" is omitted from the form of invoice.

*Togoland (British).*—Same as Gold Coast Colony.

*Seychelles.*—Conference forms have been adopted with few verbal differences.

*Nyasaland.*—Omit column headed "Current domestic values," paragraphs 3 and 4 of certificate of value and the certificate of origin. In heading to list of charges at foot of invoice, change "Current domestic values" to "Selling price value."

The foregoing list supersedes that published in *Commercial Intelligence Journal* No. 1030, October 27, 1923, page 686.

The text of the Imperial Customs Conference form of invoice and combined certificate of value and of origin has been published in F.T.D. Leaflet No. 32, copies of which may be obtained by interested Canadian firms on application to the Department of Trade and Commerce, Ottawa.

### British Measure Relating to Depreciated Currencies

Mr. Harrison Watson, Chief Canadian Government Trade Commissioner in the United Kingdom, advises that the President of the Board of Trade stated in the House of Commons on April 9 that His Majesty's Government "have decided not to introduce legislation to extend the duration of the provisions of Part II of the Safeguarding of Industries Act." Part II of the Act, which provided for prevention of dumping imports by foreign countries whose currencies are depreciated, was restricted to three years, which terminate on August 19. The special orders which have since been adopted placing a duty of 33½ per cent on imports of German fabric gloves, glove fabric, domestic glassware, illuminating glassware, domestic hollow-ware (aluminium and enamelled) will also



lapse. The President also stated that it had been decided not to adopt the recommendations made by the committees who have examined into the subject to place a similar duty on German lace and embroideries, and silk. (For details of the Act see *Weekly Bulletin* No. 921, September 26, 1921, page 507-10.)

### Tariff on Automobiles Imported into the United Kingdom

The Department of Trade and Commerce is occasionally asked for advice as to the regulations in the United Kingdom governing the importation of motor cars for temporary purposes, for example, when they are brought in for use by tourists. According to advice just received from Mr. Harrison Watson, Trade Commissioner in London, Statutory Rules and Orders, 1916, No. 288, and 1917, No. 658, which were reproduced in the *Weekly Bulletin* of January 12, 1920, are still in force. These regulations, briefly stated, permit either exemption from duty for a specified period or provide for a deposit of duty which will be refunded when the motor car is exported. Under the ordinary customs tariff the duty on automobiles of Canadian origin is 22% per cent ad valorem and on automobiles of foreign origin 33½ per cent ad valorem. Second-hand automobiles are dutiable at the same rates, but obviously the net duty payable would be less on account of lower value. The foregoing applies only to passenger automobiles, as trucks, omnibuses, etc., are entirely exempt from duty. It is worth noting that if a motor car is imported with tires attached, the value of the tires is deducted for the purpose of establishing the dutiable value, as tires are not dutiable.

### FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING APRIL 22, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 22, 1924. Those for the week ending April 14, 1924, are also given for the sake of comparison.

	Parity		Week ending April 14, 1924	Week ending April 22, 1924
Britain . . . . .	1.00	\$4.86	\$4.4397	\$4.4712
France . . . . .	1.	.193	.0627	.0689
Italy . . . . .	1.	.193	.0451	.0458
Holland . . . . .	1.	.402	.3799	.3778
Belgium . . . . .	1.	.193	.0582	.0587
Spain . . . . .	1.	.193	.1392	.1441
Portugal . . . . .	1.	1.08	.0318	.3308
Switzerland . . . . .	1.	.193	.1796	.1802
Germany . . . . .	1.	.238	.....	.....
Greece . . . . .	1.	.193	.0178	.0196
Norway . . . . .	1.	.268	.1408	.1420
Sweden . . . . .	1.	.268	.2697	.2682
Denmark . . . . .	1.	.268	.1686	.1705
Japan . . . . .	1.	.498	.4286	.4123
India . . . . .	1.	2s.	.3099	.3142
United States . . . . .	1.	\$1.00	1.0206	1.0181
Mexico . . . . .	1.	.498	.4911	.4899
Argentina . . . . .	1.	.424	.....	.3372
Brazil . . . . .	1.	.324	.1160	.1132
Roumania . . . . .	1.	.198	.....	.....
Jamaica . . . . .	1.	4.86	4.4415	4.4439
British Guiana . . . . .	1.	1.		
Barbados . . . . .	1.	1.		
Trinidad . . . . .	1.	1.		
Dominica . . . . .	1.	1.		
Grenada . . . . .	1.	1.		
St. Kitts . . . . .	1.	1.	.9333—.9325	.9098—.9404
St. Lucia . . . . .	1.	1.		
St. Vincent . . . . .	1.	1.		
Tobago . . . . .	1.	1.		
Shanghai, China . . . . .	1.	.708	.7282	.7317
Batavia . . . . .	1.	.402	.3648	.3677
Singapore, Straits Settlement . . . . .	1.	.367	.5152	.4225

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

537. FLOUR.—A firm in The Hague would like to enter into relations with a small Canadian flour mill in a position to supply very good quality flour at competitive prices.

538. GRAIN.—A Danish firm in Copenhagen desire to negotiate with Canadian firms interested in the export of grain to Scandinavia.

539. DRIED FRUITS, CEREALS, ETC.—A good firm of commission agents in Deventer, Holland, would be glad to hear from Canadian exporters of dried fruits, cereals, honey, etc., with a view to representation in the Netherlands.

540. GALLON APPLES.—A Glasgow firm of agents, with travellers and connections throughout Scotland in the baking and confectionery trades, wish to make an agency arrangement with a good Canadian firm to provide solid pack gallon apples to be ready for present season's crop.

541. DRIED APPLE RINGS.—A Bristol brokerage firm desire quotations for standard and choice dried apple rings c.i.f. Bristol, in sterling.

542. CONDENSED CREAM.—A Bristol importing house would like quotations on condensed cream in two-gallon cans, suitable for large restaurant trade. Full particulars regarding butter fat content and boric acid to be forwarded with quotations.

543. EGGS.—A South Wales house wishes to hear from Canadian shippers of cold-store eggs. About 1,500 quarter cases required for delivery in equal weekly quantities from mid-October to mid-January.

### Miscellaneous

544. GLUCOSE.—A first-class firm of Glasgow importers, with travellers all over Scotland and good connections throughout England and Ireland, want to import Canadian glucose. (There is an Empire preference of one-sixth on this commodity.)

545. NEWSPRINT.—An importer in Argentina wishes to receive quotations from Canadian manufacturers on newsprint in reels (50-ton orders) and kraft wrappings (15-ton orders).

546. HEAVY CHEMICALS.—An importer in Argentina wishes to hear from Canadian manufacturers of heavy chemicals.

547. RAILWAY SUPPLIES.—An importer in Argentina wishes to receive catalogues and price lists from Canadian manufacturers of railway and tramway supplies, including machine shop equipment.

548. HARDWARE.—A Bristol wholesale agent, specializing in government surplus stocks of hardware, desires to hear from Canadian manufacturers wishing to establish West of England and Midland agencies. Terms on commission basis; no stocks to be carried.

549. CARRIAGE BOLTS AND NUTS.—An importer in Argentina wishes to receive catalogues and quotations from Canadian manufacturers of carriage bolts and nuts.

550. CARRIAGE MATERIALS.—A manufacturers' agent in Argentina wishes to receive catalogues and quotations from Canadian manufacturers of carriage materials, such as axles, springs and bolts.

551. MOTOR CARS AND ACCESSORIES.—A firm in Hamburg desire to hear from first-class Canadian exporters of motor cars, accessories and tires with a view to representation for Germany when the present import prohibitions on motor cars are raised. They already act as the distributing agents for Northern Germany of local manufacturers of kindred lines.

552. WOODENWARE AND FURNITURE.—A Glasgow firm of importers are open to handle broom handles, clothes pegs, wooden curtain poles, office furniture, chairs, etc., from Canada either as buyers, agents, or buying agents, for Scotland and Ireland. Prices must not be higher than the export prices of United States factories.

553. BROOM HANDLES.—Bristol importers desire quotations on the cheapest quality broom handles obtainable. Quality and price to be such as will compete with Scandinavian product, which is quoted at 14s. to 15s. per gross. Quotations on 10,000 lots upwards should be c.i.f. Avonmouth or Cardiff in sterling.

554. TIMBER.—A firm of Bristol lumber brokers, with branch offices in London and Liverpool, desire to represent Canadian exporters of birch deals and planks, particularly those operating in New Brunswick. Also quotations on all standard sizes desired.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report re Mail Subsidies and Steamship Subvention. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (c)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Overseas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile : Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru : Its Development and Commercial Opportunities (1923). (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.  
Census of Prairie Provinces (1916).  
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).  
Year Book of Canada.  
Report of the Dominion Statistician, Annual.  
Trade of Canada (Imports and Exports), Annual and Monthly.  
Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancomac.*

#### Denmark

B. S. Webb, Raadhushplassen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgess, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of  
the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe.  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado  
Num. 126-bis, Mexico City. Office, Edificio  
Banco de Londres y Mexico, Num. 30. *Cable  
Address, Cancomac.*

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union  
Buildings, Customs street, Auckland. *Cable  
Address, Canadian.*

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O.  
Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol.  
*Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow,  
Scotland. (Territory covers Scotland and Ire-  
land.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House,  
Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona,  
Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy,  
Washington.



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# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce of Canada

Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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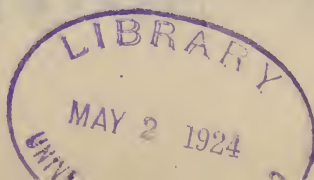
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## TRADE COMMISSIONER D. H. ROSS'S VISIT TO CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, has arrived in Ottawa and is about to undertake a tour of the Dominion in the furtherance of Canadian export trade to the Commonwealth. Canadian firms who wish to interview or to be brought into touch with Mr. Ross are invited to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

## PROSPERITY OF THE ULSTER LINEN EXPORT TRADE

Mr. G. B. Johnson, Canadian Trade Commissioner in Glasgow, writes as follows under date April 14, 1924, on the condition of the Belfast linen trade: Exports from Belfast of linen merchandise continue to expand. Orders are coming forward in good volume despite the increase of prices. The importance of the United States for the marketing of linen goods is illustrated by the export figures for January and February, which show that the United States took 70 per cent of the entire production, in spite of the high tariff. The demand for linen goods, while extraordinary, is not difficult to understand, when the price of its competitor, cotton, is remembered. Flax is rising in price with the increasing demand, and as the linen business seems likely to remain prosperous for a long time to come, the Canadian farmer in Ontario might do worse than plant fibre flax this year.



EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND SIX MONTHS ENDED MARCH, 1920, 1921, 1922 AND 1924; WITH UNITED STATES TARIFF RATES IN FORCE  
(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS.)

Commodities	Month of March				Six Months ended March				United States Tariff Rates in force		
	1920	1921	1922	1924	1920	1921	1922	1924	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—											
Cattle.....	9,929	13,214	1,983	9,845	309,617	182,735	107,946	74,317	Free	30 p.c.	(a)
Horses.....	561,717	734,007	41,454	348,341	27,417,109	13,567,637	2,002,837	2,645,769		10 p.c.	(b)
Poultry.....	41,744	36,460	87,867	19,080	241,270	309,125	286,364	146,697	1 c. per lb.	1 c. per lb.	3c. per lb.
Sheep.....	12,358	14,838	11,228	13,396	507,482	627,832	558,888	450,393			
	1,112	1,220	6,217	1,881	137,456	121,473	58,085	18,641	Free	(c)	\$2 per head
	17,557	9,642	60,085	1,510	1,471,887	1,095,200	325,077	126,388			
Fruits—											
Apples, green or ripe.....	41,632	342	821	4	217,112	12,019	393,307	44,004	10c. per bush.	30c. per bush.	25c. per bush.
Apples, dried.....	101,852	1,797	593	22	762,876	60,578	658,754	208,495	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....	297,160	.....	.....	.....	586,073	.....	76,092	60,888	4c. per qt.	4c. per qt.	1c. per lb.
Grains—											
Barley.....	44	55	1,318	4,587	62,182	183	4,044	101,995	15c. per bush.	15c. per bush.	20c. per bush.
Beans.....	135	107	695	3,070	80,456	235	2,261	54,477	25c. per bush.	25c. per bush.	\$1.05 per bush.
Buckwheat.....	208	948	29	1,909	3,169	2,723	3,591	10,304	Free	Free	10c. per cwt.
Oats.....	17,608	4,025	121	5,313	15,462	11,056	10,599	328,068	6c. per bush.	6c. per bush.	15c. per bush.
Peas, whole.....	28,446	31,191	12,274	45,900	59,634	201,625	72,551	270,645	10c. per bush.	10c. per bush.	60c. per bush.
Peas, split.....	852,507	494,866	213,528	299,805	2,411,505	1,098,004	1,452,160	959,047	20c. per bush.	20c. per bush.	75c. per bush.
Rye.....	759,482	245,464	111,323	150,524	2,057,305	625,743	881,722	466,043	30c. per bush.	30c. per bush.	15c. per bush.
Wheat.....	11,161	14,618	20,179	24,823	47,241	43,618	95,777	125,622	10c. per bush.	10c. per bush.	60c. per bush.
	66,404	58,793	80,547	58,324	301,503	237,131	319,285	353,155	20c. per bush.	20c. per bush.	75c. per bush.
	2,638	1,400	83	.....	7,208	1,600	14,455	600	Free	Free	15c. per bush.
	10,931	3,864	288	.....	25,568	4,440	54,180	2,016	Free	Free	30c. per bush.
	72,518	12,770	2,888	.....	1,424,673	290,333	81,352	17,519	Free	Free	15c. per bush.
	124,748	20,507	2,863	.....	644,913	475,669	66,613	17,519,756	Free	Free	30c. per bush.
	224,363	3,131,237	42,291	77,787	2,242,284	40,598,547	9,261,079	16,181,321	Free	Free	15 p.c.
	665,588	5,835,656	55,234	86,074	5,316,709	86,799,223	10,372,270	775,655	Free	20 p.c.	78c. per cwt.
Grain Products—											
Bran, shorts and middlings.....	9,990	131,921	3,794	149,595	279,618	700,486	264,880	1,698,345	10 p.c. or free	10 p.c. or free	15 p.c.
Wheat Flour.....	24,798	166,959	6,209	180,299	632,731	1,188,368	262,007	2,185,342	Free	Free	2c. per lb.
	5,954	198,968	71,063	31,226	27,586	1,094,003	413,766	127,929	Free	20 p.c.	78c. per cwt.
	77,931	1,749,516	437,098	191,673	317,312	10,863,352	2,510,621	775,655	Free	20 p.c.	78c. per cwt.
Meats—											
Bacon, hams, shoulders and sides.....	1,365	372	138	368	6,502	2,093	696	2,862	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....	32,762	13,078	4,405	12,195	169,276	76,639	22,028	67,320	Free	2c. per lb.	3c. per lb.
	25,199	18,545	7,726	7,267	196,494	146,793	107,040	89,382	Free	2c. per lb.	3c. per lb.
	443,829	285,864	105,228	85,259	3,158,925	2,150,577	1,148,997	890,017	Free	2c. per lb.	3c. per lb.



Mutton and lamb, fresh, chilled or frozen.....	Cwt.	3,499	244	2,369	.....	40,312	40,317	54,780	7,304	Free	2c. per lb.	(d)
Pork, fresh, chilled or frozen.....	Cwt.	80,037	6,355	44,258	.....	887,533	1,029,221	929,891	173,831	Free	2c. per lb.	(d)
Pork, dry-salted and pickled.....	Cwt.	30,381	7,271	19,893	.....	1,557	1,063,221	176,607	157,157	Free	2c. per lb.	(d)
Poultry, dressed or undressed.....	Cwt.	73	.....	.....	.....	3,518	622	9,705	1,937	Free	25 p.c.	(d)
Other meats, including canned.....	Cwt.	1,084	.....	.....	.....	86,930	460,682	684,791	142,801	Free	2c. per lb.	(d)
meats, but excluding extracts.....	Cwt.	23,648	12,182	14,655	.....	110,835	.....	5,428	100,518	Free	25 p.c.	(d)
Milk and milk products—												
Butter.....	Lb.	2,587,703	19,500	32,352	777,349	6,933,639	1,592,283	2,625,677	4,652,124	23c. per lb.	6c. per lb.	(e)
Cheese.....	Lb.	1,506,927	4,693	6,303	3,927,441	3,927,441	78,841	857,111	1,836,417	23c. per lb.	23 p.c.	(e)
Cream.....	Gal.	47,068	2,531	5,895	37,119	37,119	76,849	431,216	1,001,881	Free	5c. per gal.	(e)
Milk, fresh.....	Gal.	56,664	31,601	135,689	238,239	238,239	336,383	1,090,454	1,927,909	Free	20c. per gal.	(e)
Milk, condensed, including milk powder.....	Lb.	1,090,346	1,864,388	.....	1,332,630	5,435,098	5,905,757	88,257	4,763,684	Free	2c. per lb.	(e)
Seeds—												
Clover seed, alsike.....	Bush.	5,494	31,501	16,349	30,681	79,956	58,079	88,145	131,577	Free	4c. per lb.	(f)
Clover seed, alfalfa and red.....	Bush.	175,107	345,355	152,301	196,245	2,091,310	685,850	797,848	862,088	Free	4c. per lb.	(f)
Clover seed, other.....	Bush.	642	11,521	30,716	52,686	78,260	20,994	68,125	155,490	Free	4c. per lb.	(f)
Flaxseed.....	Bush.	65,131	40,123	25,862	37,124	45,001	51,847	41,101	112,620	Free	4c. per lb.	(f)
Grass seed.....	Bush.	89,386	14,076	19,413	14,275	449,332	829,072	1,425,165	1,927,909	Free	30c. per bush.	(f)
Potatoes—	Bush.	447,125	25,443	45,942	30,742	2,177,947	1,740,138	2,661,951	4,020,775	Free	20c. per bush.	(f)
Sugar beets.....	Ton	18,277	29,825	38,186	15,224	98,877	156,985	63,502	115,299	Free	2c. per lb.	(f)
Miscellaneous Products—												
Eggs.....	Doz.	5,465	3,054	1,109	964	75,338	137,267	111,798	57,608	Free	8c. per doz.	(g)
Hay.....	Ton	529,631	182,502	6,327	750,585	1,933,309	1,138,301	27,588	2,621,412	Free	\$2 per ton	(g)
Maple sugar.....	Lb.	202,302	49,268	233,332	105,459	933,152	1,216,503	1,441,754	4,367	Free	\$4 per ton	(g)
Tallow.....	Cwt.	54,381	7,680	20,889	404	287,711	284,531	110,231	932	Free	3c. per lb.	(g)
Wool.....	Lb.	464,330	482,540	117,817	270,232	2,896,396	5,444,262	247,689	3,233,455	Free	4c. per lb.	(g)
Total value of above commodities.....	\$	8,136,780	10,815,936	1,985,145	3,971,841	66,825,076	130,517,281	30,841,199	41,180,595	Free	3c. per lb.	(g)

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent. (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Mutton fresh, 24c. per lb.; lamb, fresh, 4c. per lb. but not less than 25 per cent. (e) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (f) Turnip at various rates. See Commercial Intelligence Journal No. 974, Sept. 30, 1922, pages 516-7.

## TRADE SITUATION IN GERMANY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, April 9, 1924.—The boom in import trade, especially of all kinds of foodstuffs, which followed the introduction of the Rentenmark in November last, has slackened during the last two months owing to the difficulties of securing foreign currency. As a result of the great demand for foreign currency, the Reichsbank had to again impose restrictions on the amount allotted, which in recent weeks has been only one per cent of the total sum applied for in each case by bona fide importers. On the other hand, it would appear that the purchasing power of the population for imported articles is still great and that larger supplies could be disposed of, if importers could secure the necessary foreign currency. The only means of converting Rentenmarks into foreign currency is through the control regulations of the Reichsbank, and this has been the chief factor hindering a larger trade in imported products. Another factor has been the excessive interest rates, ranging as high as 3 per cent a month, which have prevented firms from carrying large stocks and have added to the overhead charges on business transacted. For this reason the number of German importers who have been able to open credits in favour of foreign suppliers is limited. Dutch and British banks are, however, commencing to participate to an increasing extent in financing German import trade by granting credits to reliable importers against first-class security.

In spite of the handicaps mentioned, a fair amount of business is still being done in those products in which Canada is interested. Arrivals of flour at Hamburg during March amounted to the relatively large total of 738,706 sacks, and with the supplies now coming forward congestion of the market is feared, so that few orders are now being placed. Business in grain has also been very quiet during the past three weeks. Only a few transactions have taken place for wheat, and the trade in North American wheat is beginning to feel the effect of large offers from the Argentine. The market for rye has also been weak. The Russians are again offering rye, but their prices are higher than Canadian. The shortage of foreign currency restricts business in overseas barley. Similar considerations apply to the trade in other imported foodstuffs. Fresh and dried fruits continue to be imported, but in less quantities than a few months ago. In spite of the high duty, canned fish and other canned goods are still being imported and apparently find a ready sale, although the difficulties of obtaining foreign currency greatly restricts the business. The recurrence of strikes and labour troubles in Germany is deterring importers from placing orders in some lines. On the other hand, it is believed that the establishment of the Gold Discount Bank this month will give a further impetus to the import trade by providing the means of securing foreign currency with which to purchase goods from abroad.

The currency and financial situation remains fairly satisfactory and stable. At the present time the publication of the reports of the Experts' Committees on the Reparations problem is being awaited with considerable interest and a certain amount of anxiety. Another question exciting interest as bearing on the general economic situation of the Republic is the renewal of the Franco-Belgian "Micum" agreements with the Ruhr industries, which expire on April 15. The industrialists and the employees oppose renewal on the same terms, the former claiming that their financial resources are at an end, while the German Government cannot recompense the industrialists without jeopardizing the financial equilibrium, which has been established with so much difficulty. The solution of some of these questions during the course of the next few weeks should render the future outlook clearer.



## MARKET FOR WHEAT IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, April 14, 1924.—While Mexico has large areas of land suitable for the cultivation of wheat, and climatic conditions are favourable to its production in nearly all the states of the Republic, the total annual crop is still far from supplying the demands of the population, and considerable quantities have to be imported every year. These imports vary largely, in accordance with the volume of the local harvests, but of recent years they have shown a tendency to increase, and all indications point to the fact that this increase will continue in the future. The present therefore seems a favourable time to draw the attention of Canadian exporters to the opportunities afforded by the Mexican market, more especially as millers are looking for a new source of supply for a hard wheat suitable for mixing with the softer wheat grown locally, and as a substitute for the semi-hard wheat which has hitherto been imported.

No reliable statistics are obtainable in regard to either the total production or the total imports of wheat into Mexico. According to the best available information, however, the total capacity of the flour mills in the Republic is about 16,000,000 bushels per annum, and their average consumption is from 10,000,000 to 11,000,000 bushels; of this quantity, from 5,000,000 to 9,000,000 bushels is provided by local harvests. Thus imports may vary within wide limits, but in general it is anticipated that in future they will be from 1,000,000 to 3,000,000 bushels, and during the present year it is even considered that the latter figure will be largely exceeded.

The demand for imported wheat usually begins in October or November, after the local harvest has been exhausted; it continues until the new harvest is available, usually about the middle or end of April. Some mills, located principally at the Gulf Coast ports, can use imported wheat during the whole of the year, but the bulk of orders may be expected during the late autumn and winter, with a decrease during the spring, and only a limited demand during the summer months.

*Canadian Wheat in Mexico.*—So far as can be ascertained, Canadian wheat first appeared on the Mexican market during the early years of the present century. These consignments were from Ontario, but were found to be unsuited to the requirements of the millers, and little further was done until 1910, when considerable quantities of Manitoba Northern arrived, and were found to be quite satisfactory. The further development of the trade was hindered by the outbreak of the Mexican revolution in the same year, the cessation of direct ocean transportation between Canada and Mexico, and subsequently by the general dislocation of business in consequence of the war. In the meantime, the United States obtained a monopoly of the trade, which to a large degree she still retains.

In 1922, small consignments of wheat reached Mexico from Canada, but no systematic effort was made to secure a substantial share of the business until the autumn of 1923, when orders were placed, both in Montreal and Vancouver, for a few thousand tons for testing purposes on behalf of large Mexican milling interests. The disturbed conditions of the past few months prevented the arrival of a portion of these shipments until recently, but they have now been tested, and reports as to their quality indicate that they are satisfactory in every respect and superior to the greater portion of the imported wheat at present consumed in Mexico. It would thus appear that a substantial market can be developed by Canadian wheat exporters in the future, if the necessary conditions are adhered to.

*Method of Shipment.*—At present, the greater portion of the imported wheat—probably more than 90 per cent—comes from Kansas. It is usually shipped by the all-rail route, in full carload lots, unsacked, to cities on the international border (principally Laredo), thence being distributed to the various mills without unloading or breaking bulk. A system has recently arisen, however, of importing wheat from Kansas by rail in ordinary flour sacks, which are turned inside out before being filled; these sacks are paid for by the purchaser, and are subsequently printed with the name and brand of the miller and used for sacking flour.

Investigations show that the all-rail route would be too expensive for Canadian exporters of wheat, but if shipped by water prices become distinctly competitive, and it is therefore recommended that attention be confined to the latter method. In this case, it is absolutely essential that the wheat be sacked, and the actual kind of sack used may be a matter of arrangement between the buyer and the seller—coffee gunnies have been proposed, and flour sacks are also considered suitable. The point is well worthy of careful attention, as it is frequently possible to arrange for the consignees to purchase their bags in Canada, printed with their own name, which could later be used for sacking flour in the manner described above; under such circumstances, purchasers are willing to pay full value for sacks. It may be added that sacks of any kind are always in demand in Mexico and can usually be sold at a profit; thus the increased cost due to sacking does not necessarily form an impediment to the Canadian exporter.

Shipments of wheat from Canada will probably be required at either Vera Cruz or Tampico when the point of origin is on the Atlantic Coast, and to Manzanillo when the point of origin is Vancouver. On the whole, it would appear that the most favourable route in the future, if the traffic assumes large dimensions, will be the last named for delivery to the mills situated in the districts served by Guadalajara and Mexico City, from which points the bulk of the demand may be expected. At present, quoted freight rates to Manzanillo from Vancouver are given locally as about \$6.50 per ton, Canadian currency.

It does not appear feasible to ship from Vancouver direct to the Gulf ports of Mexico, as this would involve an entirely uneconomic diversion of vessels. There is a possibility, however, that future developments may encourage shipments from Atlantic ports to Manzanillo, and exporters may well bear this point in mind in view of the increased sea-borne traffic between Eastern and Western Canada through the Panama Canal.

*Quality and Samples.*—With regard to the grade of wheat which is mostly in demand, it may be said that the Mexican miller is not, as a rule, thoroughly posted on this subject. He usually invites quotations for No. 1, realizing that the best is the cheapest, but prices are frequently submitted for Nos. 2 and 3, and he is prepared to purchase these grades, especially if he has an opportunity in advance of inspecting satisfactory samples of what it is proposed to supply. For this reason, it is always desirable for the exporter to provide his agent with a number of samples, which may be submitted to the prospective purchaser and retained by him for testing purposes, and also as a check against the quality of the shipment when it arrives.

The best method of forwarding samples is by parcel post, and if the total weight of the samples exceeds eleven pounds, two or more packages should be forwarded. An ordinary invoice for the samples should be forwarded to the consignee, and this invoice need not be certified by Mexican consular officers. The cost of such samples, including customs charges, is usually borne by the sender.

*Terms of Payment.*—As a general rule, no difficulty need be anticipated in coming to an agreement with the importer as to terms of payment; the Mexican



millers has been accustomed to paying spot cash for his wheat, especially since the beginning of the revolutionary period in 1910. Prior to this time, a number of firms were able to obtain sixty or ninety days' credit from shippers in the United States, and there are still one or two houses whose position is such that they refuse to do business on any other basis. These, however, constitute the rare exceptions, and the Canadian exporter may usually expect to obtain irrevocable letters of credit. It may be pointed out in this connection that both the Bank of Montreal and the Canadian Bank of Commerce have branches in Mexico City, through which the necessary financial arrangements can be made, and from which information may be obtained as to the standing of importers.

*Customs Tariff.*—The duty on wheat entering Mexico is four centavos per gross kilogramme, plus a surcharge of 12 per cent of this duty; this is equivalent to approximately 60 cents Canadian currency per bushel, or \$20 per ton. In addition, there is a fee for certification of consular documents equal to 5 per cent of the value of the invoice, which is payable by either the purchaser or the seller as may be arranged; quotations should therefore state whether the fee is included in the price or not.

No preferential duties are granted by Mexico, and Canada is therefore on the same basis as any other country, so far as the tariff is concerned.

#### LIST OF PURCHASERS

A list of flour mills in the Republic of Mexico has been forwarded to the Department of Trade and Commerce at Ottawa, together with a list of the leading importers, and the names of firms which have expressed an interest in acting as agents for Canadian exporters of wheat; this list may be obtained by interested Canadian firms on application, quoting file No. T.C. 5-127.

Exporters are recommended to communicate with agents rather than direct with the millers themselves, as the latter frequently do not understand the English language, and are accustomed to purchase their requirements through representatives in Mexico City or other large cities in the Republic.

### FOOTWEAR MARKET IN JAMAICA

TRADE COMMISSIONER J. CORMACK

Kingston, Jamaica, April 17, 1924.—Owing to the fact that a large proportion of the natives in Jamaica seldom or never wear shoes, or wear sandals which are locally made, the annual footwear consumption of this colony is considerably below the average of most other countries, and the market is certainly not large. There is no reason, however, why Canadian shoe manufacturers should not get a share of what there is, if they are prepared to meet competition in price and value.

#### EXTENT OF DEMAND

The average annual per capita consumption of imported shoes works out at about one pair per year for every three persons, and the average value per pair of shoes for duty purposes is considerably less than \$2. The total value of boot and shoe imports for the calendar year 1923 was £131,711, representing 28,070 dozen pairs. No details of countries of origin are available for last year; but the figures for the calendar year 1922 have been abstracted, and are given below. Inquiry from the Customs authorities disclosed the fact that for last year the aggregate imports and the sources of supply are likely to be very similar to 1922, but that the exports from the United Kingdom have slightly cut into the figures from the United States. No differentiation is possible

between the various kinds of footwear, as separate figures are not kept. The imports for 1922 are given as 33,099 dozen pairs, valued at £146,245, and the following are some of the sources of supply:—

	Dozen Pairs	Value
United Kingdom .. . . .	7,375	£ 37,760
Canada .. . . .	453	1,136
Hong Kong .. . . .	595	245
Trinidad .. . . .	180	346
United States .. . . .	23,705	105,525
China .. . . .	395	107
Germany .. . . .	148	217

It will be seen from these figures that the United States does nearly two-thirds of the trade while the United Kingdom follows with practically all the balance. The average price of the shoes from the United States is less than that of the United Kingdom by about 10 per cent; hence their larger share of the trade. Another factor tending to give American shoes a better sale here is that they are usually built on lasts making them smarter in shape and more attractive in style. To this should be added more speedy deliveries. Agents for Nottingham houses complain that orders are frequently lost through the fact that they are unable to guarantee delivery in a specified time.

#### LOCAL BUYING AND SELLING METHODS

The majority of the stores obtain their requirements on credit of varying terms, from 30 to 90 days' sight. There is very little jobbing in shoes, and that little is to supply the small country stores, which carry a sideline of footwear and stock small quantities for occasional sales. The bulk of the trade is done in Kingston, the capital, and in the towns; and is handled by retail stores. It is perhaps worthy of note that there is not a single store in the colony dealing exclusively in shoes. Merchants, both wholesale and retail, do most of their buying of footwear from local agents who canvass them for orders on behalf of their overseas principals. These representatives work on commission, and carry a full range of samples of all classes and supply up-to-date information on prices, terms, discounts and the like. There is little doubt therefore that Canadian manufacturers should seek to enter the market by this means. It is suggested also that a great deal of time and misplaced effort might be saved if, where possible, a factory representative would first cover the ground and know from personal inspection just what competition his factory would meet and its chances of overcoming it. The round trip would not occupy more than a month, and it should not cost more than \$500.

#### JOB LOTS

The import totals of footwear from the United States are frequently swollen by the addition of special sales to the merchants of this island of bankrupt stocks, manufacturers' seconds, rejects and the like. A market such as this, which is not very discriminating in its purchases, is suitable for disposing of poor quality shoes, and a considerable proportion of the United States trade is made up of such business. No other country seems to be able to ship similar cargoes, or to offer equally suitable purchases to local buyers. As soon as a style goes out in the United States, New York jobbers buy in stocks, and find a ready market for their purchases here. This is especially applicable to women's lines, in which styles are subject to frequent change.

#### DUTY AND RETAILERS PERCENTAGES

*Duty.*—The customs duty on Canadian and certain other British footwear entering Jamaica is 15 per cent; on foreign footwear, 20 per cent ad valorem. Retailers usually charge from 25 to 33½ per cent gross on ordinary lines, with higher percentages on goods bought at a special discount.



## MEN'S FOOTWEAR

The United Kingdom supplies the major portion of these, but the trade would probably be larger if the shapes were smarter. Several English houses are now copying American styles, quoting keen prices, and at the same time giving superior quality and wear. The heavy sole, however, is not in demand except for limited sale to planters, but a light, good-wearing pliable sole, preferably welted. Owing to the hot climate, the widths used are on the average larger than in Canada—viz. 4 or 5 (D or E)—while the sizes range from 5 to 10. Black sells better than tan, and dark better than light tans. On account of the heat and the dryness of the climate, Oxfords are preferred to Balmorals and Bluchers in Jamaica, although as work-boots the latter are bought in good quantities at a price usually ranging from \$1.25 to \$1.60 per pair f.o.b. steamer, and including packing charges. This market does not call for blind eyelets, although they are sold here. Except in the cheaper lines, all are machine sewn, with the further exception of pumps and dress Oxfords, which are turns. White canvas high and low shoes, with leather, chrome and rubber soles, and with and without heels, have a good sale. There is a limited demand for brown brogues. The Vici, box calf and Carbaretta finishes are the most attractive leathers used for uppers. Town dwellers use box calf usually, while the planters prefer grain leather and willow calf. The heels are from three-quarters of an inch to one inch in height, and broad. Rubber "lifts" are well liked, but the shaped rather than the revolving type sells best.

The general appearance of a shoe rather than its wearing qualities is what makes a sale in Jamaica. It is ultimately worn down to the uppers. From the original owner they are passed on down the social scale, till in the end they will not hang on the feet of the poorest beggar. When the coloured man first departs from trusting to his bare feet, he naturally begins in a primitive way with native-made wooden "footwear", and from this he progresses steadily, exhibiting a marked preference for showy styles with contrasting colours.

*Price.*—A good value English men's leather shoe ("Orange King" brand) can be bought here retail for 18s. 6d., the average price being from 20s. to 25s. The market calls for inexpensive lines, and value for its money. The criterion of success is therefore good value in all lines. F.o.b. steamer prices of men's English leather shoes run from 6s. to 15s. per pair, and the very best lines never retail for more than 45s.

## WOMEN'S FOOTWEAR

The United States supplies the great majority of the ladies' lines, shapes and styles from that country being popular. Low shoes, with fancy strappings, sandal-shaped, and with buttons, are in favour at the moment. Canadian domestic trade should, in the main, be a useful guide to local requirements, as this market is purely imitative as far as women's styles are concerned, and usually follows the lead of the United States. A distinct preference is shown for white shoes, canvas uppers being preferable to buckskin. Black-and-tan vici leather shoes also have a ready sale, the average width being a D fitting, with medium-sized toes and heels. There is a present sale for satin evening shoes in black and vivid colours, also for patent leather pumps.

*Prices.*—Better-class ladies' shoes retail at from 30s. to 40s. per pair; medium ranges at 15s. to 20s.; cheaper lines at about 12s.; while in the country stores cheap lines can be had for 6s. per pair. F.o.b. prices range up to \$3.25 per pair, or \$3.50 for white buckskin.

CHILDREN'S SHOES

The best seller here is the plain white canvas rubber-soled shoe, either with strap or laced. Canadian brands sell well. There is not a big trade in this line, as native children do not wear shoes. Square-toed natural shapes are preferred.

RUBBER-SOLED SHOES

The game of tennis is played all the year round, and is responsible for the consumption of what are commonly known as "sneakers". Several Canadian lines are popular and command most of the trade. There is keen competition from the United States, but the Dominion's share is being well maintained. The types in use are identical to those seen in Canada, and several well known brands are selling readily in this market. It should be noted, however, that there is little demand for the high shoe, but always for the plain low lacing shoe, and that black and brown uppers are seldom seen. The crepe rubber sole is gaining in popularity, both with canvas and brown leather upper; but so far as can be learned, one handicap to the sale of such shoes is that they cannot be re-soled in this country, as re-soling with crepe rubber has not so far been learned in this colony. There is a fair trade in plain rubber soles, half-soles and shaped heels ready-cut for repair and similar purposes; but the cost (6s. plus 2s. for the soles) of saving them makes them expensive. Rain water dries up very quickly on the roads and streets, and there is consequently no demand for overshoes or rubbers.

MAIL ORDER BUSINESS

Considerable importations of all kinds of footwear are made through the mails by individual purchasers. Such imports are not included in the statistics given above, and unfortunately their extent cannot accurately be determined, since the Jamaican Customs returns contain merely a round figure covering all kinds of goods brought in through the Post Office. However, the following figures which were compiled by this office about two years ago, and which were included in an article on the mail order business in Jamaica, published in *Commercial Intelligence Journal* No. 1004 (April 28, 1923), will give some idea of the volume of this trade:—

Number of parcels of boots and shoes received in Jamaica during:—

	January, 1922	April, 1922
From United Kingdom .. .. .	124	380
United States .. .. .	460	925
Canada .. .. .	18	22

The purchasers are mainly of the middle and upper classes, who are assiduously canvassed by English and American mail order houses. Thousands of catalogues come into the colony every month, and the mail order habit, already firmly established, seems likely to grow. One of the chief reasons for its development, so far as boots and shoes are concerned, was the extraordinarily high cost of footwear in Jamaica during the boom years following the war. It was then possible to buy to much better advantage from overseas mail order houses, and to-day there are still many residents in the colony who obtain their footwear requirements in this manner. It still remains true that a high-class English shoe can be bought from a mail order house in England at a price considerably below what the local stores charge for a similar article.



## BUSINESS CONDITIONS IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, April 14, 1924.—Iron and steel business in Scotland is somewhat quieter than a month ago, as consumers are holding off in the expectation of easier price levels. But prices seem likely to go in the reverse direction because of the upward tendency in the cost of fuel. Scottish collieries are well supplied with export orders, but home business is quieter. The Spanish State Railways have recently placed a large order.

Shipbuilders on the Clyde have not placed many new orders in their books during the past month, but a fair amount of work is going on in the yards. Locomotive builders are not running to capacity, but some good export orders have been lately secured; one for twenty-five engines for home railways is now being executed.

The active condition of the Scottish tweed trade is being maintained. Both home and foreign orders from the Far East and from the United States are more plentiful, and some of the factories are working full time. Hosiery and underwear manufacturers are not so busy, as merchants were left with considerable stocks last season. Prices are being advanced.

## STATE OF TRADE IN MANCHESTER AND DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, April 10, 1924.—Some slight improvement is recorded in the demand for cotton goods at the present time, but spinners are not quite sure whether this sudden betterment is likely to be permanent or whether, as has been the case repeatedly during the last three years, it is merely spasmodic. A partial explanation of the improvement is the spinners' observation of the short-time rule framed by the Spinners' Federation five weeks ago. A further contributive factor is the increased Indian purchases of certain lines of cotton goods.

In other industries some sign of improvement has been noticeable, but spasmodic strikes and rumours of strikes have created so much uncertainty in industrial and commercial circles that substantial progress has been hindered.

There is some hope that the Government's projected house-building programme will have the effect of improving trade in many branches. Certainly there will be a big demand for house timbers and builders' hardware if the 200,000 houses are erected annually during the next fifteen years as proposed.

## TRADE CONDITIONS IN MIDLANDS OF ENGLAND

Mr. Douglas S. Cole, Canadian Trade Commissioner in Bristol, writing under date April 15, 1924, emphasizes the fact that in his area a rapid recovery has taken place in the motor and cycle trades, radio manufactures, and allied industries.

In the Birmingham area motor cycle manufacturers report that they are besieged by buyers, the orders offered being in excess of their capacity to deliver within a reasonable time. The chief reason for this is a heavy buying on the part of Germany, Austria, Czecho-Slovakia, and Roumania, France and Belgium being notable exceptions. The result is that over-cautious English agents who would not stock have been caught napping and deliveries are very difficult. Electrical engineering firms are working at high pressure on radio apparatus

and magneto production. One result is that unemployment is decreasing, and in fact the demand for labour is such that textile manufacturers in the Coventry area are experiencing difficulty in securing a sufficient number of girls.

Regarding the general situation, Mr. Cole remarks that the uncertainty of labour is at present a disquieting feature. The general result of this condition is hand-to-mouth buying in an atmosphere of insecurity, whilst the constant pressure for higher wages is resulting in a pronounced upward price tendency in most commodities. Under such conditions business confidence is repressed, and favourable trade impulses receive constant set-backs.

## TRADE OF THE IRISH FREE STATE

It is satisfactory to note, says the *London Times Trade Supplement*, that a beginning has been made by the Irish Free State with the compilation of statistics relating to external trade. Some indication of the value of exports to and imports from Southern Ireland has been provided by recent Board of Trade returns, which have given the quantities and values of certain principal commodities, but the extent of the oversea commerce of that country has hitherto been an unknown quantity. According to the first monthly returns issued by the Ministry of Industry and Commerce in Dublin, the imports of the Irish Free State in January were valued at £4,750,469, while the exports amounted to £3,691,617 and re-exports to £64,791. The Free State had, therefore, an adverse balance in commodities of about £1,000,000 for the month. The figures show that the bulk of the trade is done directly and indirectly with Great Britain, which in January received £3,139,803 of the Irish exports and shipped to Southern Ireland £3,308,685 worth of goods. The Free State's exports to and imports from Northern Ireland were £513,943 and £482,410 respectively. The statistics relate to countries of consignment and not to countries of origin or final destination, but it is hoped in future issues of these returns to give some information under the head of countries of shipment.

## THE ITALIAN SITUATION

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, April 9, 1924.—Industrial Italy has made remarkable progress since the assumption of power by the Fascismo in the fall of 1922, and at the general election just concluded the Italian people have given to Premier Mussolini and his advisers the opportunity to pursue their declared policy of economic and trade development and financial reform. The creation of new debt has been stopped, and the Government has begun to reduce outstanding liabilities. As compared to September 30, 1923, the National Debt had been reduced on March 31, 1924, by 1,526 million lire, partly through the redemption of Treasury bonds, and partly through the withdrawal of advances in the form of bank notes. Bank note circulation on account of the state has been reduced, and the 3- and 5-year Treasury bonds maturing on April 1, 1924, are being retired. In this connection the Finance Minister stated in the course of a speech at Milan that "the Treasury fortunately no longer needs to compete with private enterprise for the savings of the nation." The Government had drawn upon these savings in 1920-21 some 11,864 million lire; in 1921-22, 6,283 million; and in 1922-23 it absorbed 2,265 million. These savings are now available for the economic needs of Italy, and will be therefore indirectly productive of national revenue.

The budget deficit for the financial year 1922-23 amounted to 3,029 million lire, and the increase in Government debt for that year to 3,287 million lire. In



December, 1922, the deficit for the current financial year was estimated at 3,586 million lire, and in May, 1923, this estimate was reduced to 1,187 million lire, and the Minister of Finance now states that increased revenue receipts and savings effected in expenditure will allow the budget for 1923-24 to close without a deficit.

The Council of Ministers recently approved a series of commercial agreements and treaties, based on the reciprocal application of the most favoured nation clause with Jugo-Slavia, Albania, and Czecho-Slovakia, and the *de jure* recognition of Soviet Russia has been established. Arrangements are now being made for the negotiating of treaties along similar lines with other countries, including France and Switzerland. The Italian Government has also authorized the issue in Italy, by the Banca Commerciale Italiana, of a loan of 400 million paper lire to the Government of Poland, the loan to be secured on Poland's tobacco monopoly.

Unemployment on December 31, 1923, stood at 258,580, as compared with 225,093 in November, and 381,968 on December 31, 1922. Seasonal unemployment in the agricultural industry accounts for the heaviest increase, while substantial decreases were registered in the metal and engineering trades.

State revenue for the period July, 1923, to January, 1924, amounted to 14,163 million lire, as against 11,010 for the corresponding period of 1922-23. Note circulation on February 20 amounted to 16,322 million lire, representing a reduction of 348 million lire as compared with the figures of January 20, and bills discounted represented an increase of 60 million lire for the same period. Although falling at one time during March to as low a figure as 24 to the United States dollar, the lire during the past month has for the most part remained in the neighbourhood of 22.50.

Of the eighty-two stocks listed on the Milan Bourse in the month of March, 47 showed an appreciation of 2,228 points, 37 registered a depreciation of 614 points, while 3 remained stationary.

## CONSTRUCTION EQUIPMENT POSSIBILITIES IN HONG KONG

Although Hong Kong is at present experiencing a building boom, there is only a limited amount of modern construction machinery in use, and it is thought that in view of proposed development schemes, a market will be opened for concrete mixers, pile drivers, excavators, and other similar machinery. The American Consul at Hong Kong reports that until recently the ample supply of cheap labour has retarded the introduction, on a large scale, of modern machinery, but with the increasing demands on labour, native contractors are slowly learning that modern machinery is considerably cheaper in the long run than cheap, inexperienced labour. There are now approximately twenty concrete mixers in the colony, the majority of them being of English manufacture. The demand for pile drivers is on the increase, as land values are rising, and it is necessary to increase the height of buildings in order to secure satisfactory returns on investments. Two Belgian-made concrete pile equipments were recently imported, which construct piles by making a hole in the ground, using a tube, and filling the hole with cement as the tube is extracted. The results, however, have not been entirely satisfactory. The native pile-driving apparatus used with wooden piles sells from 25 to 50 per cent less than the more modern steam pile equipment. In regard to modern steam shovels, only in the case of one or two large reclamation projects would it be possible to employ these, local conditions being more suitable for the employment of excavators of the small, heavy, grab type, none of which are at present in use.

**TRADE OF UNION OF SOUTH AFRICA FOR FISCAL YEAR 1922-23**

A. E. SIMPSON, OFFICE OF THE TRADE COMMISSIONER

The annual report of the general manager of the South African Railways and Harbours, Sir William W. Hoy, gives a comprehensive survey of the conditions ruling in South Africa for the year ending March 31, 1923.

Although South African industries have made big strides, and are getting every help from the Government that it can possibly give, owing to the class of labour available and other conditions prevailing, it will be many years before that country can compete with overseas products with their years of experienced skilled labour to back them up, but although the demand for the overseas article will doubtless decrease as South African production improves in quality and output, in most lines there will always be a certain import into the country.

*Agricultural Development.*—The farming community has passed through many vicissitudes. Drought, stock diseases, the ravages of pests, the fall in the price of slaughter stock and produce generally, have tended to retard agricultural progress in several areas. Farming operations, however, particularly in the Transvaal, are being extended. More settlers have taken up land, and undeveloped areas are being brought under cultivation.

Several large irrigation works in various parts of the Union were completed during the year. Other schemes are making satisfactory progress. As these works are completed, an increasing acreage of land will be brought under cultivation which should result not only in additional traffic to the railways but in the opening up of new areas for closer settlement, thus bringing about more intensive development.

*Industries.*—No marked development in manufacturing industry occurred during the period under review. Indeed, the past financial year has been an anxious one for the manufacturers generally. Many industries were commenced at a time when the cost of machinery was high, and with little overseas competition they were able to pay their way, but with the resumption of importation on practically pre-war scales, many undertakings initiated during the abnormal period have been seriously affected.

The aggregate output value of industries during the twelve months under review amounted to £98,307,910, representing an advance on the production value of 1915-16 of £57,873,028, or 143 per cent.

Some 159,362 tons of sugar were produced in 1922-23, an increase over the previous year of 12,379 tons. The estimated output for the current year is 170,000 tons, but this total is not likely to be realized owing to the prevalence of drought. The growth of cotton cultivation in the Union will be readily appreciated when it is stated that in 1911 production of seed cotton and lint was 41,000 and 15,623 pounds respectively, and that the estimate for 1923 is 3,500,000 pounds and 1,166,600 pounds respectively. Altogether, 11,554 tons of South African tobacco, in the manufactured and unmanufactured state, were conveyed by rail during the financial year, an increase of 2,850 tons over the previous year. The tobacco exports aggregated 772 tons valued at £58,042 in 1922, against 321 tons valued at £87,890 in the previous year. The value of tobacco imports dropped from £127,647 in 1921 to £91,251 in 1922.

Some 104,892 tons of wool valued at £11,000,942 were exported in 1922-23. Although there was a decrease in weight of 10,319 tons, the value increased by £2,764,107 in comparison with the previous year's trade, indicating the recovery in market values. In 1922, 12,896 tons of Angora hair were exported valued at £1,152,470, an increase over the exports of the previous year of 4,332 tons and



£568,827 in value. The quantity of ostrich feathers exported during the financial year was slightly in excess of that of the preceding twelve months, but the declared value was, however, £65,442 less. The exports of wattle bark in 1922 were valued at £799,942 and of bark extract at £203,197. The value of leather and leatherware imports in 1922 was £1,354,795, an increase of £415,181 compared with 1921. Exports of leather and leatherware dropped from £28,279 in 1921 to £6,145 in 1922.

Some 22,500,000 pounds of raisins, apricots and other dried fruits were produced in the Union in the year ended April, 1923, an increase of 133 per cent over the quantity produced in the previous year. Dried and preserved fruit, valued at £350,570, were exported from the Union in 1922, which constitutes a record.

*Minerals.*—The value of the mineral output of the Union for 1922-23 was £36,046,580. In comparison with the previous year this represents a decrease of £7,239,546, due largely to the decrease in gold and coal production. Government works on a considerable scale have been initiated which, besides extending the avenues of employment, should be of considerable assistance in the agricultural, industrial and mineral development of the Union.

*Imports and Exports.*—During the greater portion of the year under review there were few signs of a revival from the depressing trade conditions which set in during 1920. The continued chaotic state of European affairs, the effects of the industrial upheaval on the Witwatersrand early in 1922, the heavy losses sustained by the farming section of the population owing to the ravages of locusts and the prevalence of drought in various parts of the country, combined to retard improvement in the trade and economic conditions in the Union.

Railway returns—generally a fair index to the trade conditions of a country—in the early part of the financial year were far from satisfactory, the administration being in a position during that period to deal with a considerably greater volume of traffic than was evident and, given an amelioration of the European situation, there is every reason to anticipate an improvement in trade conditions in South Africa during the current financial year.

The gold-mining industry of the Transvaal, upon which South Africa's prosperity at present to a large extent depends, has been placed on a more stable basis. The outlook in the diamond market is reported to be more favourable.

The maize crop is expected to be a record one during 1923. Wool remains firm in price and demand, especially for superior grade clips. The mohair market has materially improved, while hides and skins are being freely bought.

Notwithstanding the trade depression during the major portion of the year, the imports and exports of the Union, as reflected by the official returns, did not show so marked a variation from the figures for the preceding year as might have been expected. The balance of trade was in favour of the Union to the extent of £10,860,230, as against an excess of exports over imports for the previous year of £7,612,068. The total value of imports was \$51,557,371, a decrease compared with the previous year of £6,643,966 or 11.4 per cent.

The total value of exports, excluding ships' stores, was £60,333,755, a decrease of £2,047,454 as compared with the previous year, or 3.3 per cent. No less than £57,025,785, or 94.5 per cent of the total exports, represented the value of articles produced or manufactured in the Union.

*Grain Elevators.*—It is anticipated that the Cape Town Port elevator and 17 large country elevators will be completed early in 1924, and 17 small country elevators by the following July and that a considerable portion of the 1924 maize crop will be handled through the elevator system.

There will be an aggregate storage accommodation of 72,000 tons at the port elevators and 109,200 tons at the country elevators, or a grand total

storage capacity of 181,200 tons. It is estimated that the total cost of these elevators will be in the neighbourhood of £2,000,000.

The elevators will be controlled and operated by the Railways and Harbours Administration. The functions of the elevator system will be confined to grading, weighing, cleaning, storing and handling the grain. The elevator authorities will not buy or sell grain, as is sometimes thought.

*Rolling Stock.*—During the year sixteen new engines were placed in service. Included in this number were ten 14C type engines manufactured by the American Locomotive Company at Montreal, which, after erection at Durban and Pietermaritzburg between July and September, 1922, were allocated to the Natal system. The engines delivered last year, as well as three of similar type received in 1921 are of superior finish and thus far have required little or no attention in the way of repairs and are, in short, giving very efficient service.

*Stores.*—Purchases in South Africa during 1922-23 represented 72 per cent of the total. £1,318,678 was spent on stores and material produced or manufactured in South Africa.

Although prices of materials have fallen, the average cost of many articles is still much higher than in 1918, for instance, boiler tubes £1 3s. each as against 17s. 8d., body varnish £1 5s. 6d. per gallon, compared with 18s. and vacuum hose pipes 7s. 6d. each compared with 5s. 4d.

*New Rails for Open Lines.*—No new orders for rails for track maintenance were placed during the financial year. The only new order for open lines was for 845 tons 80-lb. rails of special steel for making points and crossings. Consideration is being given to placing a small order for 80-lb. material for maintenance purposes.

*Timber.*—The timber purchases during the year have been met principally from merchants' stocks held in the Union. Four large parcels of pitch pine were, however, purchased from shipments for direct delivery to the Administration through South African merchants. The requirements of Baltic deals, ceilings, and flooring boards are all being met from merchants' stocks in the Union, as supplies are wanted. Commitments for timber on order are low.

## ADVERTISING IN JAVA

TRADE COMMISSIONER A. B. MUDDIMAN

The two large commercial cities of Batavia and Sourabaya are the dominant centres for advertising. There is a distinct need in many lines for consumer publicity. The Javanese themselves are responsive to advertising. The illiterate class in the majority are better reached by pictorial display, such as posters, labels, etc., but the pictures must not be beyond their comprehension or shock native feelings. The literate class are reached through the press and by handbills (generally coloured paper), which are extensively used.

Java has a large and excellent press. The newspapers are numerous and with a good news service, while some of the other periodicals are well up to the best Canadian standards. The Chinese press is also a powerful organization in which advertising pays as it circulates among the Chinese retailers. The Malay press, of course, is the real Javanese press.

*List of Advertising Media.*—A representative list of the leading dailies, weeklies and monthlies, with circulation and advertising rates is on file at the Department of Trade and Commerce, Ottawa, and may be obtained by inter-



ested Canadian firms on application. The majority of the papers can use matrices. There is one prominent advertising agency in Weltreveden, whose name is also on file.

One of the leading dailies with a distinctly commercial trend is the *Soerabaiasch Handelsblad*. The *Inter-Ocean* is a high-class monthly in English of the flat-opener type, in which many Australian firms advertise. It is printed on fine paper and beautifully gotten up.

Before undertaking an advertising campaign, a careful analysis of the important papers should be made, and a study of the copy needed. The experiences of individual advertisers would soon show that the copy must have a local touch. An effective advertisement for a brand of tires was a small tire rolling its trail across a map of Java in relief. In the case of translations, local translators should be sought rather than Dutch in Holland, and the Trade Commissioner's office in Singapore could be called upon to find these. Advertisements such as printed wrappers, etc., should preferably be in Malay and Dutch. Illustrations should depict scenes in Insulinde. One method of paying advertising bills is to employ the services of an advertising agency and open a credit at a local bank against which the agency can draw on presentation of completed vouchers.

*Outdoor Advertising.*—In Java there is a good deal of outdoor advertising such as street and railway station, painted walls, painted boards and posters. The tram systems carry advertisements for one well-known brand of milk. Cigarettes and drinks are advertised by calendars and other advertising specialties in an extensive way.

*Electric Signs.*—Electric sign advertising is practically non-existent, in the sense it is used in Montreal and Toronto. The field may open up, as the Javanese love lights at night and illuminations in any form are very popular. There are, however, certain difficulties that must be encountered and this form of advertising is only possible in the larger cities. Most of these, such as Sourabaya and Batavia, are so scattered that it is difficult to select sites where a large enough population passes at night to make it really worth while. No doubt, however, in Weltreveden, near the Simpang in Sourabaya, and in Djokja's beautiful boulevard, may be found sites that will recompense the advertiser.

*Film Advertising.*—Film advertising is undoubtedly a great factor for future development. Unfortunately most films are designed for Europeans, not Javanese audiences. The same remark applies to advertising films which, though suitable in Canada, may seem dull and lacking in interest in the things he knows to the Javanese.

## INTERNATIONAL BUREAU TARIFFS DISTRIBUTED

A new customs tariff of Poland, revised to October 3, 1923, and a new tariff of the Belgian Congo, authorized by decree of December 3, 1923 (both issued by the International Bureau for the Publication of Customs Tariffs, at Brussels), have just been distributed to Canadian Custom Houses, Boards of Trade and associations of a similar kind in Canada which are on the mailing list of the Department of Trade and Commerce to receive these publications. The International Bureau's Supplements to the tariffs of New Zealand, Trinidad, France, Norway, Portugal, Brazil, Finland, and the Netherlands Indies have also been distributed.

## TARIFFS AND CUSTOMS REGULATIONS IN THE COUNTRIES OF NORTHERN AFRICA

TRADE COMMISSIONER W. McL. CLARKE

### Tunisia

The Tunisian customs tariff is based as a general rule on specific duties. A large number of French and Algerian products enter Tunisia free of any duties whatsoever, and this preference naturally reacts very favourably on the development of French trade with the Regency. The bulk of foreign products imported into Tunisia are subjected to much the same duties as the French minimum tariff. German goods are hit with the general French tariff plus the increasing coefficients of the French tariff, and such goods of non-German origin which arrive in Tunisia by way of Germany pay certain surtaxes. Thus Germany's trade with Tunisia has been materially handicapped. Matches, playing cards, projectiles, ammunition and powder, salt, and tobacco are State monopolies and may not be imported on private account, while there are a few other products which are prohibited to be imported, but these are of little interest to Canada. So far as Canadian exports into Tunisia are concerned, these are governed by the decree of October 8, 1923, published in the *Journal Officiel Tunisien* of last December, which makes applicable to Tunisia the Franco-Canadian Convention signed at Paris on December 15, 1922. By this decree it is established that the regulations as regards Canadian goods entering Tunisia are the same as the regulations governing the entry of Canadian goods into France. For detailed information on the Tunisian tariff application may be made to the Foreign Tariffs Division of the Department of Trade and Commerce, Ottawa.

*Certificates of Origin.*—Certificates of origin, properly viséd by a resident French Consul in Canada, should accompany Canadian shipments to Tunisia.

*Identification Cards.*—A commercial traveller coming to Tunisia from Canada should obtain a paper, properly attested by a French Consul in Canada, setting forth in full the nature of his business. This paper will permit the commercial traveller to receive a *carte d'identité* from the local authorities, which paper has to be renewed from year to year. These regulations do not apply to the heads of commercial firms who are travelling on their own account.

*Commercial and Industrial Legislation.*—Commercial and industrial legislation in Tunisia is based on "*le Code de Commerce Français*" and on certain beylical decrees issued locally. Commercial cases in which Europeans or Canadians or Americans are involved are referred to the local French courts. Beylical decrees, or i.e. legislation enacted in Tunisia, govern such subjects as trade marks and patents, temporary importation, general warehouses, the verifying of weights and measures, identity cards, the repression of frauds in commerce and commercial credits, etc., etc.

*Currency.*—The currency of Tunisia is the Tunisian franc issued by the Banque d'Algeria and has the same value as the French franc.

*Weights and Measures.*—The old native Tunisian weights and measures have given place to the metric weights and measures.

The office of the Tunisian Regency Government in France is situated No. 17 La Galerie d'Orleans, Paris.

### Algeria

With but few exceptions the customs tariff of Algeria is the same as that of France. Natural and manufactured products of French origin, with the excep-



tion of sugar, and foreign products emanating from France which have paid the French customs duties, are admitted free of duty into Algeria. On the other hand, with the exception of a few products such as ham, salted meat, sugar, beer, playing cards and matches, which have special Algerian rates, the merchandise imported into the colony from foreign countries pays the same duties as are collected on similar products when imported into France. Moreover, certain sea octroi duties are charged on various colonial products when entering Algeria, these charges being applicable to coffee, glucose, sugar, chicory, tea, pepper, chestnuts, cinnamon bark, nutmegs, vanilla, and cloves, as well as to mineral oils and alcohol.

*Application of Franco-Canadian Trade Convention.*—So far as Canadian trade is concerned, the new French treaty negotiated with Canada governs Canadian imports into Algeria.

*Certificates of Origin.*—Certificates of origin are necessary in making shipments of Canadian goods to the colony and these certificates must be legalized by duly accredited French Consuls in Canada.

*Currency.*—The French currency is used.

*Weights and Measures.*—The metric system.

The office of the Algerian Government in France is situated at 10 rue des Pyramides, Paris.

### Morocco

(1) When merchandise is imported by way of the sea into French Morocco it pays  $12\frac{1}{2}$  per cent ad valorem customs duties, the value of the goods being estimated on the laid-down price of the merchandise in the customs house and including the expenses of insurance and freight. This treatment by the Act of Algeiras in 1906 was extended to all countries, although other provision has since been made for imports from Germany.

The following exceptions are to be noted:—

A  $7\frac{1}{2}$  per cent ad valorem duty is charged on the following products, viz: silk tissues, jewellery of gold and silver, precious and imitation stones, alcoholic beverages, and macaroni (pâtes alimentaires).

Certain articles of "materiel agricole," agricultural material, and fertilizers pay only  $2\frac{1}{2}$  per cent ad valorem.

Temporary free admission into French Morocco is allowed for packing, commercial samples, cinema films, tourists' autos, etc.

(2) When goods are imported by way of Algeria into Morocco, the merchandise pays 5 per cent ad valorem. At present it is only convenient to ship to Rabat or Casablanca, for example, by way of Oran, thence to the Algerian-Moroccan frontier and then to the interior by rail, such products which are of high value but which can be packed in small space. Otherwise the freight charges on the railway as at present existing eat up more than the difference in the 5 per cent and  $12\frac{1}{2}$  per cent ad valorem duties.

French Morocco also levies "port" duties whether the merchandise is imported by way of sea or land, and these amount generally to 80 centimes per gross quintal (220 pounds). There is a reduced tariff in favour of certain foods and certain constructional material.

There are also small internal consumption duties on sugar, saccharine, alcohol, colonial products, candles, explosives, and beers.

*Currency.*—The French currency is used in French Morocco, the bank notes being issued by the Banque d'Etat du Maroc. The Spanish currency is used in the Spanish zone, while the Hassani currency is still employed to some extent

by the Moors and the Jews. In the international zone, the French, Spanish, and Hassani currencies are all used.

*Weights and Measures.*—The metric weights and measures are in use throughout the three zones.

The office of the French Protectorate of Morocco in France is situated at 21 rue des Pyramides, Paris.

### NEW ZEALAND AND SOUTH SEAS EXHIBITION

Mr. W. A. Beddoe, Canadian Trade Commissioner to New Zealand, has under date March 28, 1924, transmitted details of an exhibition to be held in Dunedin, commencing on or about November 12, 1925, and continuing for about five months. The main building will be ready for reception of exhibits about September 1, 1925, but if the exhibition company is advised well in advance, suitable arrangements will be made for storing exhibits free of charge before that date. This will enable exhibitors at the British Empire Exhibition to transfer their exhibits to Dunedin.

Arrangements have been made with the customs authorities whereby goods intended for exhibition only are admitted free of duty. The Otago Harbour Board have agreed to allow all goods being bona fide exhibits to cross the wharves free of import and export duties. The Shaw, Savill & Albion Company, Ltd., the New Zealand Shipping Company, Ltd., and the Union Steamship Company of New Zealand, Ltd., have advised the exhibition company that they will carry exhibits over their lines at full freight "outward" and at half rates for "return." The New Zealand Government Railways will carry exhibits free of charge over their lines at the owner's risk.

The scheme decided upon for the display of exhibits, where the commodities permit, is the "locality plan," where all exhibits emanating from one country or district shall be grouped together and the court formed shall bear the distinguishing name selected by the exhibitors concerned. If no such court is set up, then the exhibits may be displayed wherever space is taken.

The charges for space vary from 5s. to 10s. per square foot, according to the location. These rates are subject to the following discounts: Nationality or Locality Court, taken in block area, 15 per cent; running machinery in machinery hall, 25 per cent. Provision will be made for the supply of electric power, gas, or water for exhibits; monthly accounts will be rendered which must be paid by the exhibitors. Applications for space must be made before December 31, 1924.

Copies of the prospectus of the exhibition, with conditions and regulations, may be obtained from the Department of Trade and Commerce, Ottawa (quoting file No. 29318), or from the offices of H.M. Trade Commissioners in Montreal, Toronto, Winnipeg, and Vancouver.

### KENYA WOOL PRICES

Attention was recently directed to the very satisfactory prices realized for Kenya wool, further supplies of which have now come on to the London market and fetched prices that compare favourably with those of South African sorts, writes a correspondent of the London *Times Trade Supplement*. Wool from crossbreds was as high as 1s. 7d. per pound, while greasy merino wethers were about 2s. 2d. per pound, with ewe wools about 1½d. cheaper.

These prices will certainly encourage more attention to sheep breeding in Kenya, where wool can probably be produced in some districts as cheaply as anywhere else in the Empire. Falling world stocks and recent high levels for the Kenya product should give impetus to the industry.



## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING APRIL 28, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 28, 1924. Those for the week ending April 22, 1924, are also given for the sake of comparison.

	Parity		Week ending April 22, 1924	Week ending April 28, 1924
Britain . . . . .	1.00	\$4.86	\$4.4712	\$4.4509
France . . . . .	1.	.193	.0689	.0644
Italy . . . . .	1.	.193	.0458	.0446
Holland . . . . .	1.	.402	.3778	.3785
Belgium . . . . .	1.	.193	.0587	.0550
Spain . . . . .	1.	.193	.1441	.1401
Portugal . . . . .	1.	1.08	.3308	.0309
Switzerland . . . . .	1.	.193	.1802	.1776
Germany . . . . .	1.	.238	.....	.....
Greece . . . . .	1.	.193	.0196	.0203
Norway . . . . .	1.	.268	.1420	.1402
Sweden . . . . .	1.	.268	.2682	.2673
Denmark . . . . .	1.	.268	.1705	.1706
Japan . . . . .	1.	.498	.4123	.3999
India . . . . .	1.	2s.	.3142	.2031
United States . . . . .	1.	\$1.00	1.0181	1.0156
Mexico . . . . .	1.	.498	.4899	.4887
Argentina . . . . .	1.	.424	.3372	.3313
Brazil . . . . .	1.	.324	.1132	.1155
Roumania . . . . .	1.	.198	.....	.....
Jamaica . . . . .	1.	4.85	4.4439	4.4509
British Guiana . . . . .	1.	1.	} .9098—.9404 .9115—.9407	
Barbados . . . . .	1.	1.		
Trinidad . . . . .	1.	1.		
Dominica . . . . .	1.	1.		
Grenada . . . . .	1.	1.		
St. Kitts . . . . .	1.	1.		
St. Lucia . . . . .	1.	1.		
St. Vincent . . . . .	1.	1.		
Tobago . . . . .	1.	1.	} .7317 .7249	} .3677 .3661
Shanghai, China . . . . .	1.	.708		
Batavia . . . . .	1.	.402		
Singapore, Straits Settlement . . . . .	1.	.567		

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

## Foodstuffs

555. FLOUR.—A concern in Rotterdam desires to represent a Canadian flour mill and is in a position to distribute the flour under mill brands or private brands.

556. FLOUR.—A Jamaican commission merchant specializing in foodstuffs wishes to represent a Canadian flour mill.

557. CEREALS.—A Jamaican merchant invites correspondence from Canadian exporters of grain, hay, oats, and split peas with a view to representation.

558. CORNMEAL.—An established Jamaican commission house specializing in Canadian products wish to represent Canadian exporter of cornmeal.

559. CANNED FRUITS.—A firm in Cologne wish to get in touch with Canadian exporters of canned fruits.

560. PACKING-HOUSE PRODUCTS.—A Jamaican commission house invite correspondence from Canadian manufacturers of pork and meat in barrels, lard and lard compound, and soya bean oil, with a view to representation.

561. CANNED SALMON.—A firm in Cologne wish to get in touch with Canadian producers of canned salmon.

562. CANNED SALMON.—A manufacturers' agent in Durban wishes to act in that capacity for Canadian exporters of canned salmon.

563. FISH.—A Jamaican commission merchant wishes to represent Canadian exporter of dried and salted fish (cod, herring, and mackerel).

564. A manufacturers' representative in Mexico City desires to secure agencies for Canadian canners of salmon, sardines, and other similar products. Correspondence in English.

### Miscellaneous

SEALSKINS (WHITE COAT).—A French importer would like to have prices, terms of delivery, samples, etc., on the above skins. Hudson seal does not interest him, but only the real skin (*phoca*). The seals to be not older than six weeks and the weight not over 6 pounds. Skins must be dried or salted (the latter in preference), but not tanned.

566. TEXTILE PRODUCTS AND WRAPPING PAPER.—An importer at Havana, Cuba, desires to negotiate with Canadian exporters of textile products and wrapping paper (cheap quality).

567. ACETATE OF LIME.—A French firm desire Canadian quotations on acetate of lime.

568. GLASS JAM JARS.—A Jamaican manufacturer of preserves would like to have quotations c.i.f. Kingston, Jamaica, on 1-pound glass jam jars, with screw on top, for small and medium quantities.

569. A Johannesburg, South Africa, firm seek the agency of Canadian exporters of the following: refrigerators, glass and glassware, handles (wood), hardware, lead (white), brushware (except paint, varnish and shaving), nails (wire), paints, paper (roofing), paper (wall), paper (wrapping), spades and shovels, tools (garden), tools (hand, except pliers), and binder twine. They already represent four Canadian firms in lines other than those mentioned.

570. FARM TOOLS.—An established Edinburgh firm of iron and steel merchants wish to get in touch with Canadian manufacturers of farm tools such as turnip hoes, hay forks, etc. who have not sole agencies in the United Kingdom.

571. PLYWOOD.—A firm of timber brokers with headquarters in Glasgow and branches in Liverpool, London, and Antwerp, would consider an agency for Canadian plywood.

572. MAPLE SQUARES.—A leading timber firm in Hamburg wish to receive quotations and a few sample pieces from reliable Canadian suppliers of maple squares, specifications of which are on file.

573. IMPLEMENTS AND TOOLS.—A Cape Town firm wish to get in touch with Canadian manufacturers of farming implements and tools, such as spades, shovels, forks (hay, digging, potato and manure).

574. MOTOR CARS AND ACCESSORIES.—An agent in Hamburg, Germany, desires the agency for a Canadian motor car company, in view of the possible removal of import prohibition on motor cars in the near future.

575. CRUDE PETROLEUM.—A London firm producing lubricating oils ask for the addresses of Canadian exporters of crude petroleum.

576. ZINC DROSS AND ZINC ASHES.—A London firm are in a position to handle zinc dross and zinc ashes, as well as every description of non-ferrous metals, and ask to be placed in touch with Canadian exporters.

### LUMBER INDUSTRY OUTLOOK IN BRITISH HONDURAS

The prospects for a good year in the basic industry of British Honduras are bright, says the *United States Commerce Reports*. Notwithstanding the fact that around 3,000,000 feet of mahogany and cedar logs cut in 1923 failed to reach tidewater on account of an exceptionally dry year, larger contracts have been made for the present season and at a slightly higher price. The price varies according to the size and quality of the wood, but the average is around \$110 or \$115 per 1,000 feet. One mill is ready for operation, another is soon to be constructed for cutting pine, while an American concern has recently erected on Sittee River, three miles from All Pines, a small sawmill for the purpose of cutting a tract of timber known locally as "white mahogany" or yemerí.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report re Mail Subsidies and Steamship Subvention. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Overseas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile : Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru : Its Development and Commercial Opportunities (1923). (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.  
Census of Prairie Provinces (1916).  
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).  
Year Book of Canada.  
Report of the Dominion Statistician, Annual.  
Trade of Canada (Imports and Exports), Annual and Monthly.  
Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhustpladsen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of  
the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe.  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado  
Num. 126-bis, Mexico City. Office, Edificio  
Banco de Londres y Mexico, Num. 30. *Cable  
Address, Cancoma.*

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union  
Buildings, Customs street, Auckland. *Cable  
Address, Canadian.*

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O.  
Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*  
Douglas S. Cole, Sun Building, Clare street, Bristol.  
*Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow,  
Scotland. (Territory covers Scotland and Ire-  
land.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.,

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House,  
Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona,  
Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy,  
Washington.

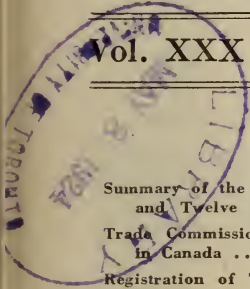


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# Commercial Intelligence Journal

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## SUMMARY OF THE TRADE OF CANADA FOR MARCH, 1923

The summary of the trade of Canada for March, 1924, shows that as represented in dollars, imports for consumption were valued at \$86,922,203 in March, 1924, as against \$91,925,628 in March, 1923, and \$79,378,726 in March, 1922. The imports from the United Kingdom in March, 1924, were valued at \$13,765,821, as against \$15,363,507 in March, 1923, and \$14,166,698 in March, 1922. The imports from the United States in March, 1924, were valued at \$60,833,978, as against \$63,267,760 in March, 1923, and \$54,911,406 in March, 1922. The total imports for the twelve months ending March, 1924, were valued at \$893,335,491, as against \$802,579,244 for the corresponding period in 1922-23, and \$747,804,332 for the twelve months ending March, 1922.

The value of the exports of Canadian produce for the month of March, 1924, was \$92,429,774, as against \$76,557,599 for March, 1923, and \$59,539,313 for March, 1922. The exports to the United Kingdom were valued at \$21,504,857 in March, 1924, as compared with \$17,249,152 in March, 1923, and \$19,944,183 in March, 1922. The exports to the United States were valued at \$43,495,776 during March, 1924, as against \$38,928,918 in March, 1923, and \$25,743,941 in the corresponding month of 1922. The value of the total exports of Canadian produce during the twelve months ending March, 1924, was \$1,045,141,056, as against \$931,451,443 for the corresponding period in 1922-23, and \$740,240,680 for the twelve months ending March, 1922.

The month's returns show a favourable balance of trade of \$5,507,571; the returns for the twelve months' period show a favourable balance of \$151,805,565.

## SUMMARY OF THE TRADE OF CANADA: MONTH AND TWELVE MONTHS ENDING MARCH, 1923.

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of March, 1924				Twelve Months ending March, 1924			
	From United Kingdom		From United States		Total Imports		From United Kingdom	
	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>								
Agricultural and Vegetable Products.....	18,881,506	2,519,427	9,639,799	186,468,685	28,612,584	81,379,916		
Animal Products.....	4,512,127	350,546	3,448,714	45,026,734	4,288,756	32,357,873		
Fibres and Textile Products.....	17,184,769	7,436,873	6,877,929	173,795,660	72,298,562	74,769,236		
Wood, Wood Products and Paper.....	4,237,037	222,429	3,801,770	40,976,853	3,062,040	36,068,586		
Iron and its Products.....	17,016,935	1,446,068	15,369,780	173,473,503	18,241,866	152,176,749		
Non-Ferrous Metal Products.....	4,780,286	298,428	4,207,966	43,482,617	4,209,506	36,204,118		
Non-Metallic Mineral Products.....	13,778,961	546,695	12,665,724	155,899,393	10,451,716	135,702,177		
Chemicals and Allied Products.....	2,630,615	340,295	1,882,463	26,088,041	4,203,326	18,419,795		
All other Commodities.....	3,899,967	605,060	2,939,833	48,174,025	8,213,360	34,216,889		
Total Imports, 1924.....	86,922,203	13,765,821	60,833,978	893,335,491	153,581,716	601,295,339		
1923.....	91,925,628	15,363,507	63,267,760	802,379,244	141,330,143	540,989,738		
1922.....	79,378,726	14,166,698	54,911,406	747,804,332	117,135,343	515,958,196		
<i>Exports (Canadian Produce)</i>								
Total Exports		To United Kingdom	To United States	Total Exports	To United Kingdom	To United States		
\$	\$	\$	\$	\$	\$	\$		
Agricultural and Vegetable Products.....	29,865,281	12,374,580	2,931,524	430,932,150	244,840,466	51,335,858		
Animal Products.....	11,435,206	3,804,541	5,154,929	140,433,284	64,431,808	55,800,064		
Fibres and Textile Products.....	566,819	157,293	268,228	8,055,083	1,506,930	3,948,445		
Wood, Wood Products and Paper.....	27,704,895	965,147	24,107,239	273,354,778	20,598,494	230,177,833		
Iron and its Products.....	8,008,808	1,002,951	1,400,207	68,975,571	9,872,536	9,091,971		
Non-Ferrous Metal Products.....	9,410,511	2,012,960	6,182,051	65,911,171	10,246,235	43,457,040		
Non-Metallic Mineral Products.....	2,202,707	109,500	1,675,301	26,776,330	1,218,676	17,748,619		
Chemicals and Allied Products.....	1,542,951	340,828	859,046	15,349,956	3,188,187	7,617,520		
All other Commodities.....	1,703,216	737,048	827,253	17,362,733	4,110,689	11,538,146		
Totals, 1924.....	92,429,774	21,504,857	43,495,776	1,045,141,056	380,094,021	430,715,496		
1923.....	76,557,590	17,249,152	38,928,918	931,451,443	379,087,445	369,080,218		
1922.....	59,539,313	19,944,183	25,743,941	740,240,680	299,361,675	292,588,643		
<i>Exports (Foreign Produce)</i>								
Total Exports		To United Kingdom	To United States	Total Exports	To United Kingdom	To United States		
\$	\$	\$	\$	\$	\$	\$		
Totals, 1924.....	1,185,528	79,035	932,848	13,412,241	1,103,020	10,935,365		
1923.....	1,229,076	69,711	1,000,186	13,844,394	1,001,518	11,247,503		
1922.....	1,308,181	60,066	1,076,780	13,686,329	1,001,518	11,515,534		



TRADE COMMISSIONER D. H. ROSS'S ITINERARY IN CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, who has recently reached Ottawa, is about to make a tour of the Dominion on behalf of Canadian export trade to the Commonwealth. The following is the first part of his itinerary:—

Quebec City .. . . .	.. May 14th-15th.
Moncton .. . . .	.. May 16th.
St. John, N.B. .. . . .	.. May 19th-20th.
Halifax .. . . .	.. May 21st-22nd.
Sydney .. . . .	.. May 29th.
Montreal .. . . .	.. May 31st—June 7th.

Details of the second part of Mr. Ross's itinerary will be announced later. Firms in Montreal who desire to be brought in touch with Mr. Ross, or to interview him, should address their communications to him in care of the Secretary, Canadian Manufacturers' Association, or the Secretary of the Board of Trade in that city, and for other cities included in the above list, to the Secretary of the Board of Trade in the several centres.

REGISTRATION OF TRADE MARKS AND LABELS IN BRAZIL

TRADE COMMISSIONER P. W. COOK

Rio de Janeiro, April 2, 1924.—By Decree No. 16,264 of December 19, 1923, which became effective on March 1, 1924, the registration of all patents, trade marks, and labels in Brazil is now placed under a new department known as the Directoria Geral de Propriedade Industrial, or Brazilian Patent Office. Formerly patents and trade marks had to be registered in each separate state of the Republic, a system which gave rise to much difficulty. The new regulations, however, radically facilitate registration and afford full protection to both national and foreign manufacturers.

Trade marks registered with the Brazilian Patent Office are now valid throughout the Republic. "Prior usage" is now admitted in respect of title and not, as formerly, prior registration only. Registration must be applied for through the agency of a Brazilian barrister or patent attorney, as the routine is complicated by local custom and a Canadian firm could not conveniently undertake it by correspondence with the Patent Office. A copy of the form of power of attorney required for this purpose may be obtained on application to the Department of Trade and Commerce.

EXPORTS OF WOOD-PULP FROM SWEDEN

Considerable advance sales of Swedish wood-pulp have been made since the first of the year to American and European buyers, says the United States *Commerce Reports*. To date, somewhat over 300,000 metric tons of sulphite and 120,000 metric tons of sulphate, it is estimated, have been disposed of by Swedish sellers for later delivery, some of which represents stocks carried over from the end of 1923. More than 40 per cent of the normal Swedish wood-pulp for 1924 is reported to have been contracted for by foreign buyers, chiefly American and British. The feeling among Swedish sellers is rather optimistic, although prices have not changed much recently. It is not thought that the strike in the Norwegian wood-pulp mills will last long enough to appreciably affect Swedish market conditions.

## TOMATO PRODUCTS IN THE WEST OF ENGLAND

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, April 19, 1924.—The distribution centre for the West of England, South Wales, and South Midlands is located in Bristol, and consequently the port of Avonmouth handles large quantities of tomato products from Italy, Spain, France, the United States, and Canada. Owing to the partial failure of the 1923 Canadian tomato crop, there was scarcely sufficient surplus to meet Canadian domestic requirements, and it is understood in some cases importations of tomato pulp from the United States were necessary. One result is that Canadian canned tomatoes, ketchup and chili sauce have not been in great evidence in the West of England. Two bad crops in succession are practically unheard of, and it is hoped by English importers that Canadian packers will be better able to supply their needs this August and September.

### CANNED TOMATOES

French and Italian supplies, with their solid pack, good colour and elimination of trimmings, retain their popularity. During the early part of the season the demand for cans was poor, and as a result Spanish and Italian packers were offering on c.i.f. terms to United Kingdom ports at 5s. 3d. to 5s. 6d. (\$1.15 to \$1.21 at \$4.40 exchange) per dozen tins for size 3's (this size is packed 24 to the case). The result was little interest in such American and Canadian supplies as were available, since the Italian and Spanish packs of Plum Perfect tomatoes are considered better quality by English dealers.

As the season advanced prices became firmer, owing to the smallness of the Italian and Spanish packs, 3's advancing to 7s. (\$1.45) per dozen c.i.f. United Kingdom ports. Good prices led to a scouring for supplies.

Prices have now receded for Italian and Spanish, which are being sold spot at 6s. 6d. (\$1.43); American and Canadian supplies are threepence to sixpence under this price per dozen.

### TOMATO PUREE

This is largely a restaurant trade, usual bulk packages containing 10/5 kilo tins, which corresponds to a net weight of 110 pounds, or 11 pounds per tin. The Spanish product which is popular is graded as concentrated, double concentrated, and extra concentrated.

A fair business is done in Italian puree, whilst some sales have been made on behalf of a French packer.

The Italians put up a very excellent tomato extract, which is packed in 5-ounce and 10-ounce tins, 250 tins to the case. The extract is highly concentrated, is excellent for soup, and accordingly finds a ready sale here.

The following report received to-day from a prominent importing firm on a sample of puree supplied by the Bristol office from the Okanagan Valley, B.C., may interest Canadian packers:—

"With regard to the tomato puree. We have opened out this tin and make same very similar to the American tomato puree, which is now gaining favour over the French. This puree does not appear to be concentrated in any way and has the true tomato flavour. It is certainly very thin and with regard to it being put in bottles, to our view of thinking, providing the flavour is not spoilt, it should be concentrated down a little. This puree could be sold in cases containing 10/5 kilo tins at about 20s. to 22s. (\$4.40 to \$4.84) per case, landed, at the present moment."



This is probably the first time that British Columbia tomatoes have been tried out on this market.

The importers referred to above will be pleased to send samples of puree for comparison to other Canadian packers (no jobbers), as well as furnish any information desired as to price, quality, or packing.

#### TOMATO KETCHUP

One brand of Canadian tomato ketchup is making steady progress in the West of England, and this season was conspicuous by the inability of the Canadian packer to meet the demand owing to the crop scarcity. Popularity for any brand may be purchased by judicious and wide advertising, and this is evidenced by the wide sale of two well-known American products.

Wholesale prices are approximately 10s. (\$2.20) ex store Bristol per dozen for 8-ounce bottles. Australian packers have tried the English market, but their product has not been favourably received owing to the ketchup being too dark in colour.

#### CHILI SAUCE

Similar to ketchup, a campaign of broadcast advertising is advisable for new brands coming on the market. In the retail shops well-known brands always sell at a premium. For the smaller packer with quantities of ketchup or chili sauce not sufficiently large to justify an advertising campaign, certain responsible importers can always be found in the West of England who will handle supplies provided prices are substantially lower than the advertised brands.

#### GOODS ON CONSIGNMENT

Supplies are handled by the trade in two methods. First, in the case of houses well known to each other, advances of 50 per cent to 70 per cent of the value of the shipment are made by the consignees. The second method is a straight consignment operation, the packers forwarding the necessary documents through their bankers; the consignee taking up the documents in Bristol as sales are made.

#### PACKING

Canadian packers should endeavour to meet in every way suggestions volunteered by their brokers on this side in respect to labelling, to colouring, and to lacquering of tins, and complaints of indifferent packing should receive prompt attention. Canadian products are as attractively bottled and canned as any on the market, whilst in the case of canned tomatoes, Canadian supplies are considered better quality than American owing to a more solid pack and better grading.

### WEST OF ENGLAND DEMAND FOR ASBESTOS YARNS

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, April 24, 1924.—English manufacturers of metallic asbestos brake lining for steam lorries, trucks, motor cars, lifts, hoists, etc., have at present four sources of supply for asbestos yarns, viz., Canada, the United States, southern Rhodesia and South Africa. The two latter sources were developed by the Great War to such an extent that they are to-day serious competitors, although of no importance prior to that time.

Of the two largest manufacturers in England, one has its head office in Bristol, with depots at London, Manchester and Liverpool. This firm state they

are obtaining their supplies of asbestos yarns from Rhodesia and South Africa but desire quotations from Canadian sources for yarns of the following specification:—

Warp yarns, 2-ply, 2 single wires in each ply; brass core only.

Weft yarns, 3-ply, 3 single wires in each ply; brass core.

Binder yarns, 3-ply, 3 single wire; brass.

*Quotations and Samples.*—One pound samples should accompany all quotations which are to be c.i.f. Bristol in sterling, in ton lots (2,240 pounds). Samples submitted will be tested for tensile strength and evenness of spinning. It is important that the material should be free from snarls and knots. Supplies are shipped in the form of small "cheeses" of length 6 inches, diameter 5 inches, weight averaging between 4 and 5 pounds.

The above are details of Trade Inquiry No. 612, which appears in this number of the *Commercial Intelligence Journal*, page 576.

### CANADIAN EXPORT CREDITS TO BRITISH FIRMS

Mr. Harrison Watson, Trade Commissioner in London, writes under date April 14, 1924, that it is constantly being reported to his office that the unwillingness of Canadian exporters to grant the usual terms of credit—those which are regularly given to responsible firms by exporters in the United States and in European countries—is a grave deterrent to placing orders in Canada. It is quite true that important firms whose financial standing is high will be quite unwilling to lodge money in Canada in advance as is frequently asked for, and while cash against documents England are, in ordinary circumstances, the usual terms, it is known that the granting of larger credits owing to the difficult position which prevails here has become essential in many cases.

The desirability of extending extra credit naturally depends upon the position and responsibility of the individual firm, but Canadian shippers can always obtain information upon these points through bankers and mercantile agencies, and it is considered that they should deal with this aspect from an individual point of view and not as a fixed rule.

### PROSPECTS FOR FIBRE FLAX

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, April 25, 1924.—A report on this subject appeared in *Commercial Intelligence Journal* No. 1050 (March 15, 1924), and a further short report in No. 1054 (April 12, 1924). The following additional information is published in order to bring the subject up to date, especially in the matter of prices.

The market for Irish flax in country towns in Ireland is now drawing to a close. Prices have ranged from 16s. per stone (14 lbs.) reaching as high as 20s. 6d. In Canadian currency this works out at from 25½ cents per pound to 32½ cents, at the present rate of exchange (\$4.45). It will be noted that the price £120 per long ton mentioned in the second of the above reports is the same as the 16s. per stone, the minimum now quoted as the price received for Irish flax. Farmers are encouraged by these prices to sow more extensively the coming season, and it is thought that the acreage will be considerably above last year's; it will probably reach to 60,000 acres. This will furnish a considerable proportion of the higher grades for the Irish spinners. The tow off the existing crop is selling at £55 per long ton, or at the present rate of exchange (\$4.45 to the £), nearly 11 cents per pound (10.9).



The linen business has improved considerably from December last, and the factories have been very busy on dress linen goods for America; in many cases the prices of cotton yarn and cotton cloth are higher weight for weight than linen goods. When the difference in quality between linen and cotton, and their customary difference in price, are borne in mind, the significance of this statement will be appreciated in relation to the demand for linen goods and their raw material. Shippers of linen goods to outside markets have on hand a very large volume of orders booked when quotations were very much below those current to-day, and at the moment every effort is being made to accelerate delivery. Coloured costume linens show no signs of waning in popularity, even with rates still tending to advance, and among producers of this line there is confidence that the demand will continue. While the demand for dress linens is liable to fall off through a change of fashion, the outlook is good for a long time ahead, say till the beginning of 1925.

Inquiries for household goods are steady, and in the case of heavy-weight, good-quality, all-flax fabrics such as sheetings and pillowings, business looks promising provided buyers are willing to pay the higher rates essential to cover the *advanced rates* of yarns and of the *raw material*. That they will be willing seems certain considering the very high prices for competing cottons.

Whether the prices above quoted, and their rising tendency, are sufficiently attractive to the Canadian farmer to make it worth while to plant flax is a matter of production which the individual grower alone can determine. One of the leading linen and flax authorities in Northern Ireland believes that Canada, with a climate not dissimilar to that of Russia, is fitted to become an alternative source of supply, and if that is so, and the prevailing prices are remunerative, the time seems opportune for an increased acreage of flax in Canada.

A point which should not be overlooked is that flax is a sympathetic fibre to cotton, and as one runs away beyond its relative value demand turns on the other, as is illustrated at the present time by the demand for linen goods in preference to cotton. Any rushing up of the price of flax therefore beyond its relative value will force linen into the position in which cotton finds itself to-day, and consumers will at once take to substitutes of cotton and hemp.

The marketing of Canadian flax should be in the hands of organizations with some understanding of the requirements of export trade in general and of the flax market in particular, and such export organizations—and this is written in the light of past experience—should adhere rigidly to their contracts in every particular. Importers must be assured especially that shipments are in every way equal to samples if the trade is not to be doomed to failure.

## ECONOMIC AND FINANCIAL CONDITIONS IN INDIA

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, April 1, 1924.—A marked feature of the last few months has been the maintenance of the discount rate of the Imperial Bank of India at the abnormally high figure of 9 per cent. At the same time the inflow of gold and silver treasure has continued at a rate much higher than in pre-war years. It might be expected that this piling up of bullion in India would tend to relieve the financial stringency, but little of this treasure is destined for the Indian banks, practically all of it disappearing into private hoards. It is said that the most important cause of the present monetary stringency has been the increased strain on available funds occasioned by the movement of India's cotton crop at high prices.

The bank rate of 9 per cent seems to have effectually put a stop to the slight improvement in the import trade which became noticeable toward the

end of 1923. The import trade at present is so difficult and unprofitable that some of the most important British merchant houses have entirely wiped out their import departments and are limiting their efforts to the production and export of jute, tea, cotton, lac, etc. India's import trade must revive in time, but for the present the tendency is all toward contraction rather than expansion. Rupee exchange is steady at a little under 1s. 5d. to the rupee, and it is not expected that the rupee will show much additional strength in the immediate future.

From the national point of view India's financial condition is undoubtedly very strong. As a result of the balanced budget achieved by the Government of India for the year 1923-24 and the promise of reduced taxation for 1924-25, Indian securities have shown considerable strength in the London market during the month of March. India is fortunate among the countries of the world in having a very low per capita national debt, a large proportion of which is revenue-producing. Some nervousness over the political situation is apparent in business circles. Certain prominent British firms are said to be reducing the extent of their commitments throughout India until such time as the political atmosphere becomes more clearly defined.

Crop conditions throughout India are said to be about normal, although it appears that rust and high wind have done some damage to the ripening wheat in the Punjab. It is probable that the final outturn of the Indian wheat crop will be somewhat below last year's level. Exports of Indian wheat have now almost entirely ceased and probably will not be resumed this year unless or until such time as an exportable surplus is assured by a crop proving normal to good.

## ECONOMIC CONDITIONS IN JAMAICA

F. L. CASSERLY, OFFICE OF THE TRADE COMMISSIONER

Kingston, Jamaica, April 22, 1924.—The worst drought from which Jamaica has suffered for decades is adversely affecting the output of the principal staples. On the whole, however, the prices obtained are considered good. The following are approximately the present f.o.b. values of the principal items of export:—

	£	s.	d.
Sugar, refining crystals, basis 96 degress polariscope test, per ton of 2,240 lbs...	32	0	0
Rum, common clean, 1924 crop, per imperial liquid gallon .. . . .	0	3	6
Bananas, per count stem .. . . .	0	3	0
Cocoanuts, per 100 nuts .. . . .	0	9	0

A Scottish sugar syndicate has concluded arrangements for purchasing the cane-land necessary for its requirements, and its local manager has announced that the erection of the proposed 10,000-ton sugar factory will be commenced at an early date. The Jamaica Public Service Company, Limited, the Canadian concern which operates the street railway and the electric light system, has just installed a large steam engine at its power station in Kingston for the purpose of supplying the growing demand for light and power. Originally water was the source of their energy, but the droughts during recent years have obliged them to rely more and more on steam.

Five tenders have been received for the construction of the Hermitage dam—two Canadian, two English, and one local—but the Government has decided to delay awarding the contract pending receipt of a report by a committee which is investigating an alternative water supply scheme. The municipal authorities of Kingston are about to begin the rebuilding of some of the principal streets and have purchased a considerable quantity of asphalt from an American concern. For the purpose of reconstructing the thoroughfares of the city, the Legislative Council authorized the expenditure of £400,000 a year ago.



## BILL TO AMEND THE TARIFF OF JAMAICA REJECTED

Mr. J. Cormack, Canadian Trade Commissioner in Jamaica, writes under date April 23, 1924, that there was introduced into the local Legislature during its present session a bill to amend the Tariff Law. The bill provided for a 5 per cent ad valorem duty on wire for fencing, fencing staples, and tying wire for fastening the fences, all of which at present come in duty free, and also for substituting 2s. for 1s. 4d. per 100 pounds of duty on foreign cement under the General Tariff, the British Preferential Tariff to remain at 1s. The effect would have been to give British and Canadian cements 50 per cent of duty preference instead of the 25 which they at present enjoy. The bill, however, was rejected by the vote of the elected members, who were unanimous against it.

## MARKET FOR DRIED AND EVAPORATED APPLES IN GERMANY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, April 17, 1924.—Germany has always been an important consumer of dried and evaporated fruits. During the inflation period comparatively small quantities were imported, but with the establishment of a relatively stable currency last November a brisk business commenced in the importation of dried and evaporated fruits, especially from California. The bulk of the trade was done by a few firms who were able to arrange the necessary credits in favour of the overseas exporters, but certain shippers also sent consignments to brokers in Hamburg. The poor fruit crop in Germany last season acted as a stimulus to the trade in dried and evaporated fruits. During recent weeks there has been a falling off in importations, due largely to the difficulties experienced by buyers in obtaining the necessary foreign currency and owing to the exhaustion of last season's supplies.

The following tables show the quantities of various dried and evaporated fruits imported into Germany during 1923 and 1922:—

### *Dried and evaporated apples and pears; apple rings—*

From	1923	1922
United States .. .. .Lbs.	7,081,140	502,480
Czecho-Slovakia .. .. ."	1,275,120	3,803,140
Jugo-Slavia .. .. ."	674,960	721,380
Other countries .. .. ."	473,660	1,707,860
Total .. .. .Lbs.	9,504,880	6,734,860

### *Dried apple and pear waste—*

United States .. .. .Lbs.	7,040	111,320
Other countries .. .. ."	57,860	31,900
Total .. .. .Lbs.	64,900	143,220

### *Dried and evaporated apricots and peaches—*

United States .. .. .Lbs.	586,520	661,320
Other countries .. .. ."	111,100	123,640
Total .. .. .Lbs.	697,620	784,960

During January of this year the import of dried and evaporated apples and pears, apple rings, etc., amounted to a total of 1,846,250 pounds of a value of 838,000 gold marks or \$199,500, of which 1,235,520 pounds were imported from the United States. In January, 1923, only 155,100 pounds were imported from all countries.

So far as Canada is concerned, the trade in dried and evaporated fruits with Germany has been entirely confined to evaporated apple rings and slices, dried apple quarters, evaporated whole apples without cores, and dried apple

waste. Germany is the principal market in the world for evaporated apple rings, and California shippers have been doing a large business in this line. Some Canadian exporters have a foothold in the market, but the colour of Canadian and New York apple rings is not considered as suitable as in the case of Californian brands, which are of a lighter colour. The trade in evaporated whole apples is not considerable.

Canadian dried quartered apples have a good name in the market, but New York exporters do the largest trade. The imports of this line, however, are not so large as those of evaporated apple rings.

There is a very good business from the United States and Canada in dried apple skins and cores, which are imported for the use of the German jam manufacturers. The most important consideration is that the apple waste should be well dried and shipped in suitable moisture-proof packages.

Lately there has developed a trade from Canada in apple juice for jam manufacture, but in order to avoid payment of the heavy duty levied on goods shipped in air-tight tins, this article should be shipped in tins with a screwed-on cap or in casks.

Dried and evaporated apples and apple waste may be either shipped to Germany in barrels of 100 kilogrammes (220 pounds) gross or in boxes of 50 pounds net. The California shippers of evaporated apple rings favour the 50-pound boxes, to which the trade has become accustomed, but for the other lines the barrels would appear to be equally suitable.

The duty on dried and evaporated apples imported into Germany is 10 marks (\$2.35) per 100 kilogrammes (220 pounds). Apple juice is subject to a duty of 6 marks (\$1.43) per 100 kilos, provided it is not imported in air-tight packages, in which case the duty would be 75 marks (\$17.85).

A Canadian exporter desirous of doing business with Germany in dried and evaporated apples should appoint a reliable agent in Hamburg. There are many brokers in the trade who have applied to this office for Canadian agencies and the writer would be glad to assist Canadian firms wishing to secure suitable agents. At first it may be necessary to send consignments to this market, but as a rule shipments cash against documents are advisable in the case of shippers having reliable agents, who will sell only to bona fide buyers. During the past season the large California exporters required the opening of credits in their favour, but this involves considerable expense to the importer and should be avoided if suitable guarantees of another nature can be obtained. The usual agent's commission is  $2\frac{1}{2}$  per cent, with allowances for cable expenses. Buying arrangements for each new season commence in normal times about June, so that Canadian shippers desirous of German business should make suitable arrangements as soon as possible in order to secure the early orders from the large buyers. Last season, owing to the financial position and the poor fruit crop in Germany, the heaviest buying occurred in the autumn after the bulk of the supplies had been contracted for. The coming season it may be expected that the trade will be confined to regular channels and will be conducted on more normal lines.



## APPLE MARKET IN HOLLAND

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, April 3, 1924.—The Dutch apple crop of 1923 was practically a failure as regards appearance, keeping quality, and quantity, so that early in the new year the market, except for small quantities held in storage, was practically clear of domestic fruit. The maintained demand for apples not only in Holland, but in nearby sections of adjoining countries, therefore resulted in the importation of considerable quantities of apples from Switzerland, Italy and, later on, of transatlantic apples reshipped from Great Britain. The excellent prices received for these, ranging from 2 to 2½ guilders more per case than were being offered in England at the same time, attracted direct shipments from America, which steadily increased till they totalled some 15,000 boxes per week. As these prices were rather more than the market could comfortably absorb, values dropped to lower levels.

While shippers should realize that the demand for imports will not continue on the scale that has obtained this year, which was due to exceptionally adverse crop conditions both at home and in other Continental apple-producing countries, there is no doubt that the Netherlands will continue to provide an outlet for certain quantities of both boxed and barrelled apples from Canada and the United States, and that Rotterdam will share with Hamburg the advantages of being a free port centre (i.e. a centre from which apples bought on foreign account may be re-exported free of duty) that will attract buyers from the Rhine provinces and southern Germany.

### BOXED APPLES

The main demand is likely to be for fancy eating or dessert apples, as packed in boxes, but owing to the fact that Holland is normally such a large apple-producing country, and that domestic fruit is present on the market in quantity until the turn of the year, late varieties to sell in January, February, and March will be principally called for. Winesaps, Spitzenberg, Rome Beauty, and Newtowns enjoy a ready sale and are much appreciated. Holland has a special apple-eating festival, corresponding more or less to our Hallowe'en, that of St. Nicholas, December 5 and 6, and in short crop years this should offer a good opportunity for the sale of British Columbia Jonathans. Under normal crop conditions, however, it is feared that the Jonathan season is too early to make possible competition with home supplies.

### BARREL APPLES

As conditions in Germany improve, and purchases for German consumption increase, there will be a greater demand for apples in barrels, but the prospects for these are not as good as for boxes.

A few weeks ago some Ontario barrelled apples were placed on the Rotterdam market. Ganos brought 21 guilders (35s. 9d.) per barrel, Ben Davis 19 guilders (32s. 6d), and some Baldwins, in very poor condition, brought 5 to 9.25 guilders (8s. 6d. to 15s. 9d.) (The values have been given in sterling to facilitate comparison with English markets.) The above are the preferred varieties. Kings, which are known and appreciated on the market on account of their good red colour, are too early in season to be considered unless in very exceptional short crop seasons. Gravensteins have reached the market, but not only is their very early season against them, but they are subject to such competition from the Italian Tyrol that the prospects for selling them in Holland are not bright. Golden Russets, on account of their late season, have been

imported, but it is doubtful if they would make satisfactory prices in view of the large quantities of Dutch Reinetten produced at home, and of their pre-eminent popularity on the English market.

#### SIZE PREFERENCES

As boxed apples in Holland are consumed by a more limited class of the community than in England, and on account of their high price and the availability of domestic fruit at moderate figures, they occupy more the position of a luxury fruit, the demand is not so exclusively for small and medium sizes, as in Scandinavia and England. Buyers for the Dutch market will indeed pay higher prices for the larger sizes, not objecting even to such a large size as 96. It must be realized, however, that Rotterdam as a market for imported fruit depends to a considerable extent on buyers for German account, and these prefer the smaller sizes. Thus at a sale on March 31, at which most of the purchases were for Germany, the prices realized for Extra Fancy Winesaps were as follows: 88, 9 to 9½ guilders (15s. 3d. to 16s. 3d.); 100, 9½ to 10 guilders (16s. 3d. to 17s. 3d.); 113, 10 to 10½ guilders (17s. to 18s. 4d.); 125, 138, 150, 10½ to 11 guilders (17s. 11d. to 18s. 9d.); 163, 10 to 11 guilders (17s. to 18s. 9d.); 175, 9¼ to 10¼ guilders (15s. 8d. to 17s. 6d.). It will be seen from these prices that, in spite of the fact that at this sale German buyers predominated, even such an extreme large size as 88 was penalized much less heavily than would have been the case in England, while size 113 actually received prices higher than size 175, which could never be the case in the United Kingdom. It is interesting also to note, as indicating satisfactory re-export possibilities by shippers' representatives from England to Rotterdam, that the general level of values was considerably higher than in England at the same time, where the values of Winesaps, Extra Fancy, ranged from 11s. to 16s.

The preferred sizes for barrelled apples are 2½-inch to 2¾-inch.

#### BASIS OF SALE

Practically all imported apples are consigned for sale on shipper's account to wholesalers or auctioneers located at Rotterdam or Amsterdam. The auction sales are very important factors on the market, and at these sales are transacted in a similar manner to the practice in vogue in England. Special inquiry has been made as to the possibility of cash business, but, as on all markets where consignment sales prevail, the prospects are not promising. Buyers who have the option of purchasing after the fruit has arrived, and inspection is possible, have no inducement for such a speculative proposition as buying unseen at prices necessarily fixed before the market conditions at the time the fruit must be disposed of can be known, while the brokers of course exist to do a brokerage business. When the market is bare, as it is occasionally, between arrivals of direct boats from America, it is a simple matter to supply requirements from Covent Garden.

#### CUSTOMS DUTIES

The Dutch Government levy a duty of 5 per cent on all apples imported into Holland. Apples may be imported from North America without any certificates as to freedom from disease, etc., and there are no restrictive measures in force which might hamper this trade.

#### LIST OF IMPORTERS

A list of Dutch importers interested in supplies of Canadian apples is on file in Ottawa and a copy may be obtained by Canadian exporters on application to the Department of Trade and Commerce, Ottawa (quote file No. 26348).



## MARKET FOR FLOUR IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, April 23, 1924.—In spite of a high tariff on the foreign product, and the existence of numerous mills in many parts of the Republic, Mexico is a large importer of flour, and these imports show a distinct tendency to increase. The principal, and in fact until recently the only, source of supply has been the United States, the greater proportion of the shipments coming from Texas, with smaller quantities from Kansas, Oklahoma, and other parts.

The following statement represents the imports of flour into Mexico from the United States for the years shown:—

Year ending 30th June, 1913	25,738	barrels
" 1914	47,241	"
" 1915	198,085	"
" 1916	728,143	"
" 1917	930,564	"
" 1918	368,550	"
Calendar year 1919	502,477	"
" 1920	243,439	"
" 1921	353,155	"
" 1922	295,354	"
" 1923	436,203	"

In addition to the above, small quantities have been received from Canada during the past few years. Starting with a few dozen barrels in the year 1918-19, in 1921 the imports averaged 200 barrels per month, which doubled in 1922, and rose during 1923 to nearly 1,500 barrels per month. Thus it would appear from all available evidence that Canada now secures some 4 per cent of the trade, and this production is gradually increasing; her total share, however, is infinitesimal compared with what could be done if the quality of the Canadian product were better known and vigorous efforts were made to introduce it on a large scale.

*Nature of the Demand.*—The use of imported flour is largely confined to the public bakers (of which there are many in all large towns), who purchase it for mixing with the local product in order to strengthen it, the proportion generally used being about one part of imported flour to three parts of domestic. Very little imported flour is used unmixed, and only small quantities are used for domestic baking, although all grocers keep stocks to supply such demand as exists.

The quality required is a patent of a fairly good grade. "Clears" are reported to give unsatisfactory results, and the best grade of patent flour is somewhat too high priced for the Mexican market. The colour should be as far as possible a pure white, as purchasers are influenced by appearance as well as quality: at the same time, a slight creamy or yellow tinge would be acceptable if the flour were satisfactory in other respects, but any suggestion of grey is looked upon with disfavour.

*Method of Shipment and Packing.*—From the southern and central portions of the United States shipment is generally made by the all-rail route via Laredo; consignments are invariably in carload lots, as smaller quantities cannot be economically imported owing to the high freight rates. In addition, a certain quantity reaches Tampico and other ports by water, but this is principally for the purpose of supplying the local demand in the areas surrounding such ports.

Canadian exporters could not ship by the all-rail route, but investigations show that delivery could be made by steamer to Veracruz, and thence to Mexico City, at competitive prices; for mills on the Pacific Coast of Canada, shipment could be made to Manzanillo.

Flour is always shipped in bags of 98 pounds each, and as a general rule no other method of packing is required. It has been suggested, however, that

for water carriage it might be desirable to use an outer covering of some cheap material, so as to prevent damage to the bags and loss of flour in transit; this point is a matter for individual negotiation, and need not be taken into consideration unless specially requested by the purchaser.

*Representation.*—The flour business in Mexico is largely in the hands of importers and manufacturers' representatives, who sell on commission. Stocks are usually maintained in the principal cities, this being necessary on account of the fact that very few bakers are in a position to purchase in carload lots. Some foreign mills ship on consignment to the agent, settlement of accounts being made as stocks are exhausted; in these cases, the importer usually sells to the consumer on ninety days' credit.

The above method, however, is not rigidly adhered to in all cases, and any suitable arrangements may be made between exporters and agents as may be found convenient.

*Prices.*—Present quotations for imported flour vary from \$3, United States currency, per bag upwards, according to quality, for delivery at Veracruz, prices at Laredo being a few cents cheaper; these figures include the agent's commission. Retail prices in Mexico City are about \$12, Mexican currency, per bag.

*Customs Duties.*—The tariff on flour entering Mexico is 8 centavos per kilo. plus 12 per cent surcharge, which is equal to about \$2, Canadian currency, per bag. In addition, a charge of 5 per cent of the value of the invoice is made for certification of consular documents, and this is paid by either the shipper or consignee as may be arranged; in the case of flour, however, quotations should include this charge unless otherwise requested.

*Conclusion.*—It is suggested that Canadian exporters of flour who desire to enter the Mexican market should communicate with the Canadian Trade Commissioner in Mexico City, who will place them in touch with suitable agents. Letters should state the terms upon which they are prepared to do business, the commission which will be allowed to the agent, and should quote prices for various grades of flour delivered at Veracruz or Manzanillo, in accordance with the location of the mill from which it is proposed to ship the flour. In all cases samples of the various grades of flour should be supplied, these being not less than one pound in weight each. Samples may be forwarded by parcel post in the usual manner.

In addition, a list of manufacturers' representatives who have recently expressed an interest in Canadian flour has been forwarded to the Department of Trade and Commerce in Ottawa, and, if preferred, exporters may communicate with these firms direct. A copy of the list may be obtained on application, quoting file No. T.C.-5-127.

## AN AMERICAN VIEW OF CANADIAN FLOUR COMPETITION

There is probably no industry that has such severe competition at present as has the American export miller, says the United States *Commerce Reports*. The rapid development of wheat production in Canada with its small population has produced an enormous selling pressure for Canadian wheat. As a result, during the past year Canadian wheat has consistently sold from 6 to 8 cents a bushel lower than United States wheat, thus giving the Canadian miller an advantage of 30 to 40 cents a barrel for his raw products. The recent act in putting a 42-cent tariff on wheat, which was based on difference in cost of production, would indicate that the Canadian miller has and probably will continue to have an enormous advantage in the cost of wheat for export milling, for a number of years. Canada's disadvantage is in the small home consumption, running about 8,000,000 barrels a year. The United States market alone will absorb around 110,000,000 barrels a year, and it is possible for this



enormous milling industry to grind 10 to 15 per cent more for export without greatly adding to the gross overhead cost, and this enables American millers, milling flour largely for home consumption, to turn out a certain amount of export flour at a very low milling cost. This in itself will take up some of the advantages drawn by competitors who have lower priced raw materials. We must also consider that in such an enormous milling business as there is in the United States with dozens of varieties of wheat to be worked up, certain grades and types of flour are turned out which do not readily find a market at home but which often find a ready market in some foreign country that is accustomed to this grade of flour. The growth of the Canadian flour export trade is apparent when comparing the 1920-23 average shipments of 8,130,000 barrels annually with the 1909-13 average of 3,832,000 barrels.

### CANADIAN FLOUR AND FISH EXPORTS TO THE DOMINICAN REPUBLIC

Mr. Darrell Wilson, H.M. Chargé d'Affaires at Santo Domingo, writes as follows regarding the exports of Canadian flour and fish into the Dominican Republic:—

"As pointed out in my commercial report for 1922, the figures shown for Dominican imports of Canadian flour and fish are very misleading, on account of the fact that these commodities are almost invariably shipped via New York, and in the case of fish often in mixed consignments of American and Canadian fish ex American warehouse. Even when Canadian flour is shipped via New York in bond, it would appear to be the custom of the New York shippers to declare it as American upon the relative Dominican consular invoice.

"This year's customs statistics show imports from Canada into the Dominican Republic as being valued at \$6,538, against \$14,268 in 1922. These figures, however, mean little or nothing, as they include only \$5,784 for Canadian salt fish, \$282 for Canadian smoked fish (bloaters), and *nil* for Canadian flour, out of total imports of flour in 1923 of \$739,389, of which \$731,695 (9,566,031 kilos) are given as of American origin.

"Flour from one Canadian milling company is making steady headway upon this market, and two other mills are shipping much lesser quantities. By taking the sales figures of the largest Canadian brand as a basis representing 90 per cent of the Canadian flour trade in this Republic and the other two brands as 10 per cent, a minimum figure of \$250,000 is arrived at for the value of Canadian flour shipped to this Republic during 1923, or roughly 30 per cent of the total flour trade. It is confidently expected that this percentage will be increased to around 35 per cent during 1924, as Canadian flour is making marked headway.

"Owing to salt fish arriving here in mixed consignments, it is much more difficult to submit any real estimate of the Canadian portion of this trade. While quite possibly any figure between 30 per cent and 50 per cent actually represents the Canadian percentage of the whole salt fish imports in 1923, taking one-third as a conservative basis, around \$70,000 of Canadian salt fish must have arrived in this Republic during that year. Canadian bloaters have begun to do well upon this market, and at least represent 10 per cent of the smoked fish imports shown as amounting in 1923 to \$76,237 worth, almost entirely shown as of American origin.

"While it is desirable to steadily increase the Canadian share of imports of these commodities into this Republic, the fact should not be lost sight of that the credit situation is as yet by no means satisfactory. Canadian firms would do well to make inquiries through either of the local branches of the Royal Bank of Canada or the Bank of Nova Scotia, or through this legation before appointing any local agents or shipping consignments to unknown buyers."





*Cattle.*—The entry of cattle is also prohibited from all countries except New Zealand, the United Kingdom and Ireland, the United States, and Canada, but shipments from those countries can only be made through the specified ports during the months of December, January, February, March, April, and May. May shipments are subject to quarantine surveillance after the expiry of the quarantine period for such time as the quarantine office in the state into which they are imported may direct.

*Sheep, Swine, and Goats.*—These are permitted to enter from New Zealand and the United Kingdom and Ireland only.

*Dogs, Cats, etc.*—Dogs and cats are permitted entry from New Zealand and the United Kingdom and Ireland, but wild and domesticated animals for exhibition in gardens and circuses, or for scientific purposes, may enter from any country subject to permission being first obtained from the Minister for Health.

*Exemptions.*—Provision is made for importation of domestic animals from prohibited countries, subject to permission being given by the Minister of Health prior to the departure of the animals from the port of shipment, but such permission is given only in the case of animals for breeding and not for general purposes. Animals for breeding purposes must have the recommendation of the quarantine officer of the state into which it is desired to import them and are further subject to the acceptance by the authorities of that state of full responsibility in the event of any harm resulting.

*Quarantine.*—All animals, whether from exempt or prohibited sources, are subject to a quarantine of varying periods up to twenty-eight days for horses and sixty days for cattle.

*Certificates Required.*—Shipments of animals from countries from which importations are admissible must be accompanied by certain declarations and certificates.

In the case of horses and mules from the United States and Canada, a declaration from the owner must be produced certifying:—

1. (a) That the animal has been free from disease during the six months next preceding shipment; (b) that it has not been in contact with any animal suffering from disease during the six months next preceding shipment; (c) that it has not, otherwise than as required under paragraph 3, been tested with mallein during the thirty days next preceding shipment; (d) that it has not during the twelve months next preceding been in any state or province in which dourine (maladie du coit) or epizootic lymph-agitis is declared or known to exist.

2. A certificate from a Government veterinary surgeon to the effect that dourine (maladie du coit) or epizootic lymph-agitis neither is nor, during the twelve months next preceding the shipment of the animal, has been declared or known to exist in the state or province from which the animal is declared by the owner to have been exported or in which it is declared to have been during the twelve months next preceding shipment.

3. A mallein test certificate by a qualified veterinary surgeon. The certificate shall *inter alia* state the date on which the test was applied.

4. A certificate of general health from an approved veterinary surgeon at port of shipment, who shall, unless he himself has applied the mallein test, also indorse the mallein test certificate to the effect that, after due inquiry, he has no reason to doubt its correctness.

The same certificates are required for cattle from the countries named excepting that a tuberculin test is prescribed in place of the mallein one prescribed for horses and mules.

Dogs and cats require a declaration by the owner that the animal has been free from disease for a period of six months prior to shipment and has not been in contact with other animals suffering from disease during that period, which declaration must be endorsed by a veterinary surgeon at the port of shipment.

*Meat and Meat Products.*—On and after May 1, 1924, the importation of meat, meat products and edible offal is prohibited from all countries unless accompanied by an official meat certificate, issued by a qualified person duly appointed for the examination in the export country showing that the meats have been examined and found by ante and post-mortem examination to be free from disease and suitable in every way for human consumption.

## MERCHANDISE MARKS LAW OF THE ARGENTINE REPUBLIC

TRADE COMMISSIONER E. L. McCOLL

Buenos Aires, April 10, 1924.—The above act, which was promulgated by Executive Decree dated November 10, 1923, comes into effect, according to article 9 of the same law, on November 10, 1924. The fundamental object of the law is to promote national industry by breaking down the predominant desire of the people to buy articles of foreign manufacture when those of equal quality are produced within the country. It is well known in most Latin-American countries that in many cases local manufacturers will not exhibit their goods in national exhibitions because it discloses the fact that their products, which are being sold as imported articles, are not in reality of foreign origin but are of local manufacture. This is especially the case in certain kinds of textiles, but the practice prevails in many other lines. The Latin-American public will pay a good price for goods which it believes to be foreign.

There are a considerable number of regulations in the law which require explanation, and at the time of writing no information has been offered which will clear up the doubtful points. However, the only articles which relate to foreign goods, according to a statement recently made by the Minister of Foreign Affairs, are Nos. 3, 6, and 7. Article 3 states that "importers or vendors of foreign products shall cause to be printed or stamped upon, or shall retain upon the containers or wrappers or upon the objects themselves, in a visible manner, the name of the country of origin." It is difficult to understand how this will be carried out in the case of products such as iron bars, wire, precious stones, and hundreds of other things. Article 6 states that "manufacturers or vendors of Argentine or foreign products shall in each case specify on the labels of the containers the quality of the product, the purity of the mixture, and the net weights and measures of the contents." It looks as if the framer of this article had food products in mind, as it could hardly apply to such articles as porcelain ware, but there is no information on the subject. The same uncertainty does not exist so far as article 7 is concerned, as it definitely mentions wines and liquors.

The British Chamber of Commerce has brought the question of the interpretation of this law before the Committee of Foreign Chambers of Commerce in the Argentine Republic, and very probably a request will be made by the committee in the name of all the foreign chambers interested for an interpretation of the doubtful points above mentioned. It is a matter that requires immediate solution as only six months remain before the act comes into force. However, in addition to the difficulties arising in connection with foreign products, strong opposition to the law is being encountered from national manufacturers,



so that considering the objections which are being met with from all quarters it is very improbable that the act will come into force in its present form.

The following is a free translation of the above mentioned Merchandise Marks Law No. 11,275:—

Article 1.—All products or merchandise manufactured in the country shall have printed or stamped on the containers, wrappers, or on the articles themselves, in a visible manner, the impression "Industria Argentina."

Article 2.—Sellers of products of Argentine manufacture shall maintain on them the expression prescribed in the preceding article and when they advertise the merchandise in prospectuses they shall state the origin.

Article 3.—Importers or vendors of foreign products shall cause to be printed or stamped upon, or shall retain upon, the containers or wrappers or upon the objects themselves, in a visible manner, the name of the country of origin.

Article 4.—Every factory or workshop established in the country shall employ upon the containers, labels, or upon the articles they produce, the indications relative to their products expressed in the national language (Spanish) with the right to add also to such indications, such translations as they may consider desirable.

Article 5 (see also amending decree below).—National trade marks registered or reregistered in future, even if they be fancy names, may not contain words other than in dead languages or in the national language, except in the case of names of persons.

Article 6.—Manufacturers or vendors of Argentine or foreign products shall in each case specify on the labels of the containers the quality of the product, the purity or mixture, and the net weights and measures of the contents.

Article 7.—In the case of wines and liquors the purity shall be held to be determined by the stamp affixed by the "Oficina de Impuestos Internos" (Inland Revenue Office), mention being made of the corresponding chemical analysis and alcohol graduation. In the case of national wine blended with foreign wine, the receptacle shall specify the types and the proportion of the wines contained therein.

Article 8.—Persons infringing the enactments of the foregoing articles shall be punished by fine of from \$100 to \$2,000 m/n.

Article 9.—The Executive Power shall formulate the by-laws of this law, which shall come into force one year after the date of promulgation.

#### *Amending Decree referring to Article 5*

Art. 1.—For the application of Article 5 of Law No. 11,275 on the identity of trade marks, it must be taken into account that the requirements relating to the adoption of a dead language or of the national language will only be applicable to the trade marks which are registered on or after the date on which the said law comes into effect.

Art. 2.—It shall be understood that the same requisites of Article 5 of the Law shall be applied to reregistrations of trade marks registered, counting from the date when the law No. 11,275 comes into effect.

### **FRENCH TARIFF RATES**

Exporters and others who may be consulting the table of French tariff rates published in the *Commercial Intelligence Journal* No. 999, of March 24, 1923, pages 462-479, are reminded of the "coefficient of increase", or multiplier of basic duties, used in the French tariff. In most cases the rates are shown after the multiplier has been applied, but in a few instances the rate published is subject to increase by a coefficient. Changes have also occurred in some of the coefficients used in the table. Persons interested in any of the duties in question are advised as occasion arises to write to the Department of Trade and Commerce for the latest information on the subject.

# TENDERS INVITED

## Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Victorian Government Railway Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 27748).

Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Spencer street, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

No.	Date of closing	Particulars
36 852	June 25, 1924	Manufacture, supply and delivery of approximately 5,523 tons of steel rails, and 248 tons of steel fishplates, to drawings and as specified.

# FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MAY 5, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 5, 1924. Those for the week ending April 28, 1924, are also given for the sake of comparison.

			Week ending April 28, 1924	Week ending May 5, 1924
	Parity			
Britain .. . . .	£ 1.00	\$4.86	\$4.4509	\$4.4567
France .. . . .	1.	.193	.0644	.0657
Italy .. . . .	1.	.193	.0446	.0456
Holland .. . . .	1.	.402	.3785	.3803
Belgium.. . . .	1.	.193	.0550	.0537
Spain.. . . .	1.	.193	.1401	.1306
Portugal.. . . .	1.	1.08	.0309	.0307
Switzerland .. . . .	1.	.193	.1776	.1810
Germany.. . . .	1.	.238	.....	.....
Greece.. . . .	1.	.193	.0203	.0218
Norway .. . . .	1.	.268	.1402	.1411
Sweden .. . . .	1.	.268	.2673	.2687
Denmark .. . . .	1.	.268	.1706	.1722
Japan.. . . .	1.	.498	.3099	.4058
India .. . . .	1.	2s.	.2031	.3124
United States.. . . .	1.	\$1.00	1.0156	1.0159
Mexico .. . . .	1.	.498	.4887	.4894
Argentina .. . . .	1.	.424	.3313	.3348
Brazil.. . . .	1.	.324	.1155	.1172
Roumania .. . . .	1.	.198	.....	.....
Jamaica .. . . .	1.	4.86	4.4509	4.4485
British Guiana .. . . .	1.	1.	} .9115—.9407 .9270—.9410	
Barbados .. . . .	1.	1.		
Trinidad .. . . .	1.	1.		
Dominica.. . . .	1.	1.		
Grenada .. . . .	1.	1.		
St. Kitts.. . . .	1.	1.		
St. Lucia.. . . .	1.	1.		
St. Vincent .. . . .	1.	1.		
Tobago. . . . .	1.	1.		
Shanghai, China .. . . .	1.	.708	.7249	.7238
Batavia .. . . .	1.	.402	.3661	.3647
Singapore, Straits Settlement .. . . .	1.	.567	.5192	.52066



## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

577. FLOUR.—Commission agent in San Domingo wishes to represent Canadian flour mill in that territory.

578. FLOUR.—The Dublin branch of a Glasgow firm of importers would like the agency for a good Canadian flour mill.

579. ROLLED OATS.—A Rotterdam firm wish to secure representation of a Canadian firm packing rolled oats in barrels.

580. A Milan concern is anxious to open up business relations with Canada in linseed oil, wheat, rye, oats, barley, dried codfish, canned goods, and all kinds of cereals.

581. WHEAT.—A Danish firm at Reykjavik, Iceland, with an office also at Copenhagen, desire to correspond with Canadian exporters of wheat interested in shipping to Iceland.

582. DRIED APPLES.—A Rotterdam firm would like to represent a Canadian exporter of apples who packs sun-dried quarters in barrels or 50-pound boxes.

583. FRUIT; FISH.—An Argentine manufacturers' agent wishes to represent Canadian exporters of apples, fresh fruit, canned fruit, salmon, lobster and other fish.

584. VEGETABLES.—Canadian exporters of evaporated and tinned vegetables are requested to communicate with an Italian firm who are anxious to open up business connections with Canada.

585. PRODUCE.—A Glasgow firm of produce brokers and importers whose business is entirely with the wholesale distributors, and who are in a position through their agents to work London, Liverpool and Bristol, Manchester, etc., as well as Scotland, are anxious to hear from Canadian produce exporters seeking distributing facilities.

586. PURE LARD.—A Copenhagen commission agent desires to be put in touch with a Canadian exporter of pure lard.

587. LARD.—A reliable commission agent in San Domingo wishes to represent Canadian manufacturer of lard.

### Miscellaneous

588. DRUGS AND GROCERIES.—An importer in Belfast, Ireland, desires to be placed in touch with Canadian drug and grocery companies with a view to developing trade in that territory.

589. HEAVY CHEMICALS.—An Argentine importer wishes to receive quotations from Canadian manufacturers of heavy chemicals.

590. CATTLE AND OXEN.—A firm in Milan wish to import cattle and oxen from Canada.

591. A firm in Rome inquire for Canadian codfish, bacon and lard, sugar and paper.

592. PAPER.—A commission agent in San Domingo wishes to represent a Canadian house manufacturing wrapping paper. Would also like to hear from Canadian manufacturers of printing and writing paper, with a view to representation.

593. NEWSPRINT.—An Argentine importer wishes to receive quotations from Canadian manufacturers of newsprint, printing, and writing paper.

594. PAPER.—A Glasgow firm of paper agents and merchants will be glad to have samples and quotations for news, wrapping papers such as kraft, etc., and parchment.

595. Canadian firms handling sporting goods, paper and cardboard, wallpaper, rubber goods, wood-pulp, and wrapping paper are requested to communicate with an Italian house.

596. RUBBER GOODS.—A firm in Milan are anxious to have the representation of some Canadian firms dealing in tires, rubber shoes, waterproofs, and diving suits.

597. FOOTWEAR.—Boots and shoes and rubber boots manufactured in Canada are requested by an Italian company.

598. INSULATING MATERIAL.—An Italian importing house of insulating material is anxious to be put in touch with Canadian firms.

599. LAUNDRY SOAP.—A commission agent in San Domingo invites correspondence from Canadian exporters of soap desiring to do business in the Dominican Republic, with a view to representation.

600. COPPER-CLAD WIRE.—An Argentine importer wishes to receive quotations from Canadian manufacturers of copper-clad wire (steel wire with copper rolled on to it).

601. ENGINES, BOILERS, PUMPS.—An Argentine importer wishes to receive quotations and catalogues from Canadian manufacturers of internal combustion engines, steam boilers, and metal pumps.

602. OFFICE SUPPLIES.—An Argentine importer wishes to receive catalogues and price lists from Canadian manufacturers of small office supplies.

603. PHOTOGRAPHIC SUPPLIES.—An Argentine manufacturers' agent wishes to receive catalogues and price lists from Canadian manufacturers of photographic supplies.

604. OAK BARRELS.—An Argentine manufacturers' agent wishes to obtain the representation of a Canadian manufacturer of oak barrels for wine and mineral oil purposes.

605. BROOM HANDLE LENGTHS.—A Glasgow import firm are anxious to import Canadian broom handle lengths 1 inch,  $1\frac{1}{8}$  inch and  $1\frac{1}{4}$  inch diameter, from 27 inches to 49 inches long.

606. FIBRE BACKS AND SEATS; VENEERS.—A Cape Town, South Africa, agent wishes to get in touch with Canadian exporters of hard fibre backs and seats for fitting into portable folding chairs and 3- and 5-ply veneers.

607. MAPLE MANGLE ROLLER BLOCKS.—A timber firm in Hamburg, Germany, wish to receive quotations and a few sample pieces from reliable Canadian suppliers of mangle roller blocks, specifications of which are in inches as follows:  $4\frac{1}{2}$  by  $4\frac{1}{2}$  by 25 $\frac{1}{2}$ ;  $5\frac{1}{8}$  by  $5\frac{1}{8}$  by 31 $\frac{1}{2}$ ; 6 by 6 by 25 $\frac{1}{2}$ ; 6 by 6 by 39 $\frac{1}{2}$ ;  $5\frac{1}{2}$  by  $5\frac{1}{2}$  by 26;  $5\frac{1}{2}$  by  $5\frac{1}{2}$  by 29.

608. DOWELS.—A London manufacturer of umbrellas and walking sticks invites offers from Canadian manufacturers of dowels of the following dimensions in inches:  $\frac{7}{8}$  by 36,  $\frac{3}{4}$  by 36,  $\frac{5}{8}$  by 36,  $\frac{1}{2}$  by 30,  $\frac{3}{4}$  by 30,  $\frac{1}{2}$  by 32.

609. HARD AND SOFT WOODS.—A Spanish importer at Barcelona desires to represent, on a commission basis in that market, Canadian exporters dealing in hard and soft woods such as long leaf yellow pine, plain white oak, satin walnut, and good-quality oak staves. Correspondence in Spanish or French.

610. FREEZING PLANTS.—An Argentine importer wishes to receive quotations and specifications from Canadian manufacturers of freezing plants.

611. WEST INDIAN TRADE.—A Birmingham company with estates in the British West Indies desire to hear from Canadian firms with a view to developing reciprocal trade between Canada and the West Indies.

612. ASBESTOS YARNS.—English manufacturer of asbestos brake linings desires quotations for asbestos warp, weft and binder yarns.

## BOLIVIA AND THE RISE IN TIN

The rise in the price of tin, which continued this year until March, has had a favourable influence on the trade of Bolivia, says the *London Times Trade Supplement*. Some of the leading business men in that country foresee that Bolivia in 1924 will be the largest tin producer in the world.

Exports of zinc, lead, and antimony have all increased recently, and stocks of all minerals except bismuth are stated to be limited. The output of the mines, except copper, is increasing. The American Consul at La Paz reports that a new company with a capital of £3,000,000 sterling is starting operations near Potosi.

With regard to the development of communications, which is Bolivia's great need, the Consul says that railroad construction work is going forward at a fair rate. Satisfactory progress is being made on the line which will connect La Paz and other cities of Bolivia with the Argentine railway system, and will provide another all-rail route across South America. This line should be completed early in 1925. Little work is being done on the Yungas line for lack of funds. Trains now run as far as Pongo. Bridge construction is the most important work being carried on at present on this line. Fair progress is being made on the Potosi-Sucre line.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report re Mail Subsidies and Steamship Subvention. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Overseas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile : Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru : Its Development and Commercial Opportunities (1923.) (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancomac.*

#### Denmark

B. S. Webb, Raadhuspladsen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of  
the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblank 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe.  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado  
Num. 126-bis, Mexico City. Office, Edificio  
Banco de Londres y Mexico, Num. 30. *Cable  
Address, Cancomac.*

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union  
Buildings, Customs street, Auckland. *Cable  
Address, Canadian.*

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O.  
Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Terri-  
tory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol.  
*Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow,  
Scotland. (Territory covers Scotland and Ire-  
land.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENTS

#### Australia

B. Millin, The Royal Exchange Building, Sydney,  
N.S.W.,

#### British West Indies

T. Geddes Grant, 911 Broadway, Port of Spain,  
Trinidad.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnsaird House,  
Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona,  
Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy,  
Washington.



# Commercial Intelligence Journal

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Deputy Minister: F. C. T. O'Hara

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## OFFICE OF THE TRADE COMMISSIONER SERVICE OPENED IN TRINIDAD

A new office of the Canadian Trade Commissioner Service has been opened at Port of Spain, Trinidad, under the charge of Mr. H. R. Pousette. The office in Barbados has been closed as from April 1 last, and its records transferred to Trinidad. In addition to the British West Indies, the territory assigned to the new post includes British Guiana and Venezuela.

## TRADE COMMISSIONER D. H. ROSS'S ITINERARY IN CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, who has recently reached Ottawa, is about to make a tour of the Dominion on behalf of Canadian export trade to the Commonwealth. The following is the first part of his itinerary:—

St. John, N.B. . . . .	May 19th-20th.
Halifax . . . . .	May 21st-22nd.
Sydney . . . . .	May 27th.
Montreal . . . . .	May 31st-June 7th.

Details of the second part of Mr. Ross's itinerary will be announced later. Firms in Montreal who desire to be brought in touch with Mr. Ross, or to interview him, should address their communications to him in care of the Secretary, Canadian Manufacturers' Association, or the Secretary of the Board of Trade in that city, and for other cities included in the above list, to the Secretary of the Board of Trade in the several centres.

Statement showing the Trade of the West India Islands and Countries Bordering on the Caribbean Sea with (a) United States and (b) All Countries, for latest Period for which Statistics are available.  
(Compiled by the External Trade Branch, Dominion Bureau of Statistics)

	Year ended	Exports to United States \$	Exports to All Countries \$	Imports from United States \$	Imports from All Countries \$	Total Trade with United States \$	Total Trade with All Countries
<i>British Possessions:—</i>							
Bermuda.....	Dec. 31, 1922	1,020,353	1,135,374	3,304,558	6,164,587	4,333,911	7,299,961
British Guiana.....	Dec. 31, 1922	569,477	13,483,323	2,221,311	10,965,901	2,790,788	24,449,224
British Honduras.....	Dec. 31, 1919	3,456,954	4,448,809	2,945,964	4,695,216	6,402,918	9,144,025
<i>British West Indies:—</i>							
Bahamas.....	Dec. 31, 1920	3,305,644	4,482,443	2,121,487	2,624,311	5,427,131	7,106,754
Barbados.....	Dec. 31, 1922	243,318	6,127,663	2,908,831	12,070,890	3,152,149	18,198,553
Grenada.....	Dec. 31, 1922	296,979	1,320,773	312,177	1,218,677	709,156	2,539,450
Jamaica.....	Dec. 31, 1921	7,905,438	16,028,094	14,549,464	26,573,897	22,454,902	42,601,991
Leeward Islands.....	Dec. 31, 1920	1,022,200	9,261,408	2,082,884	7,283,229	3,105,084	16,544,637
St. Lucia.....	Dec. 31, 1922	88,384	835,008	392,823	919,800	481,207	1,754,808
St. Vincent.....	Dec. 31, 1922	3,426	477,858	171,851	625,785	175,277	1,103,643
Trinidad and Tobago.....	Dec. 31, 1922	5,105,965	20,134,397	6,069,969	22,269,287	11,175,934	42,403,684
<i>Foreign Countries:—</i>							
Cuba.....	Dec. 31, 1922	266,510,511	331,379,091	120,713,766	180,758,040	387,224,277	512,137,131
Haiti.....	Sept. 30, 1922	1,438,755	10,712,210	10,359,613	12,350,271	11,798,368	23,062,481
San Domingo.....	Dec. 31, 1922	6,480,105	15,231,355	10,318,906	14,317,497	16,799,011	29,548,852
Guatemala.....	Dec. 31, 1922	9,808,513	11,938,558	5,315,903	8,437,941	15,124,416	20,396,499
Honduras.....	Dec. 31, 1922	4,508,882	5,170,949	10,857,419	12,804,259	15,366,301	17,975,208
Colombia.....	Dec. 31, 1922	37,556,540	52,201,841	13,500,000	42,823,583	51,056,540	95,025,424
Venezuela.....	Dec. 31, 1921	10,222,311	25,777,057	10,652,338	18,433,114	20,874,649	44,210,171
Mexico.....	Dec. 31, 1921	297,993,043	363,580,046	169,706,425	253,397,100	467,699,468	616,977,146
Nicaragua.....	Dec. 31, 1922	5,617,507	7,903,446	4,127,205	5,123,505	9,744,712	13,026,951
Costa Rica.....	Dec. 31, 1922	7,942,784	14,224,332	5,101,830	8,344,670	13,044,614	22,569,002
Panama.....	Dec. 31, 1922	2,160,581	2,487,478	7,028,979	10,268,549	9,189,560	12,756,027
Total.....	.....	673,366,670	918,361,513	404,763,703	662,470,109	1,078,130,373	1,580,831,622



## ROCK MAPLE HANDLES FOR THE NORTH BRITISH MARKET

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, April 30, 1924.—Three years ago an important Glasgow firm of importers and distributors throughout Scotland and Ireland of handles for miners' picks, felling axes and similar tools—for which up to that time hickory was considered essential—became convinced that rock maple as grown in Canada was an entirely suitable wood for this purpose, and the universal use of hickory, originating in its raw state in Tennessee and other southern States of the Union, was unnecessary. While it was plain that hickory was the best wood that could be used for the purpose because of its great strength and toughness, the firm's contention was that rock maple was quite good enough for these handles, and could stand any strain that was ever likely to be put upon them in actual use, and as they could be produced at prices considerably below hickory handles, a knowledge of their merits combined with lower prices was all that was needed to create a large demand. They accordingly had a comparative test made. A length of hickory, of a section 1 inch by  $\frac{1}{4}$  inch, and a similar length of maple of the same section were accordingly subjected to a tensile test, the result being that the hickory fractured or pulled apart when a force of 43 cwt. was applied (4,816 pounds), and the maple yielded at  $26\frac{1}{2}$  cwt. (2,968 pounds). While the superiority of hickory was thus conclusively demonstrated by this test, it was plain, from a simple deduction, that the rock maple was amply strong enough for all practical purposes for use in these handles, because in the case of a pick handle, for instance, the point at which fracture is likely to occur being at the section, elliptical in shape, at which the diameters are respectively  $2\frac{1}{2}$  inches and  $1\frac{3}{4}$  inches, at this section the handle could stand a pull of 364 cwt. or over 18 tons—a logical mathematical deduction from the result of the test on the  $\frac{1}{4}$  square-inch section tested.

Being now assured that maple handles were quite good enough, and anxious to further the interests of Canadian trade (hickory handles made in Canada cannot compete in price with those made in the United States), and foreseeing a large market for themselves, this firm began the work of propaganda among users necessary to convince them of the advantages of maple both in quality and price. They formed connections with two Canadian sources of supply, and their propaganda efforts have been so successful that the trade in maple handles has reached very satisfactory proportions, and shows every evidence of continuing to grow. Indeed there is growing a considerable preference for maple over hickory on its own merits.

The point has now been reached, however, where supplies are not forthcoming in sufficient quantities to meet the demand, and the Glasgow firm are anxious to secure a further Canadian connection which can keep them supplied continuously with the requirements of their growing trade. While the quality of the product has been all that could be desired, complaints have been sometimes made that several of the shipments have not been up to specifications; that there is a tendency to increase prices, notwithstanding firm quotations, as soon as considerable orders, to be delivered at regular intervals, are given; and that deliveries are subjected to considerable delay whenever there is an increase in demand in Canada. The firm are anxious to give all their business to Canadian manufacturers if the latter will meet them in the matters noted above, quote reasonable prices as compared with hickory, and make regular deliveries all the year round in the quantities desired whatever the condition of the Canadian domestic market. The manufacturer who will meet these requirements in every particular, and go on meeting them, is assured of a large business in Scotland and Ireland, where these handles are used by the coal miners, navvies, and others in great quantities.

Any firm interested should 'as a preliminary quote for miners' pick handles, navy pick handles, felling axe handles, and fawn-foot axe handles, c.i.f. Glasgow, and state the time necessary to execute an order. Through freight rates from interior points to Glasgow can be obtained by the manufacturer, which are not possible to obtain on this side, but if f.o.b. seaboard quotations only are given, the ocean freight on each quality of handle should be furnished.

The name and address of the Glasgow house can be obtained from the Department of Trade and Commerce, Ottawa, quoting file T.C.-5-108.

## LASTS AND LAST BLOCKS IN THE BRITISH MARKET

TRADE COMMISSIONER J. E. RAY

Manchester, April 24, 1924.—The territory under the supervision of the Trade Commissioner in Manchester comprises the well-known boot manufacturing centres of Northampton, Kettering, Leicester, and Stafford, consequently more than two-thirds of Great Britain's consumption of lasts is associated with this area.

*Large Imports of Finished Lasts for Cheap Class of Trade.*—Before the war it is estimated that more than half the total consumption of lasts in this country was imported principally from Germany, Sweden, and the United States—in beech from the Continent and maple from America—but that these found their outlet almost entirely among the cheaper class of trade, i.e. small manufacturing and bespoke bootmakers, repairers, grindery stores, etc.

The large manufacturers of boots and shoes who purchase a better kind of last obtain practically all their requirements from home makers.

The main reason that exporters in outside countries have not been successful in competing for this more remunerative business is that boot manufacturers as a rule require their lasts very quickly and cannot wait for supplies to be made elsewhere and imported. Moreover, in order to attain high quality in production, a constant liaison is desirable between the last maker and the shoe manufacturer, not only on account of the importance of extreme accuracy in the matter of size and adherence to specifications, but also because models frequently change.

It is stated that the finish of the German product was satisfactory and that the difficulties mentioned were never overcome; one large German manufacturer, who previous to the war was endeavouring to obtain a share of this trade, found it necessary to establish a factory at Northampton so that he might compete upon an equal footing with local last makers. Under these circumstances it is very questionable whether Canadian firms would be well advised to consider manufacturing the finished last.

*Big Demand for Last Blocks.*—The last-finishing concerns in this country (of whom there are about a dozen) in normal times import nearly all the last blocks which they need, maple being the favourite wood employed. One of the manufacturing firms referred to above stated that their output alone was 150,000 blocks yearly; while they computed the total annual requirements of the trade at not less than 2,000,000.

*Blocks Must be Absolutely Dry.*—The chief requisite of last blocks is that they should be perfectly kiln-dried. Users say that this is most important and cannot be too strongly insisted upon. If the wood is not absolutely free from moisture and shrinks after the metal plates have been fixed to the last, the whole construction of the boot is at fault, with the result that complaints ensue and lasts are returned to the makers as valueless.



During a recent visit to Leicester and Northampton the writer investigated the market for last blocks and endeavoured to ascertain what proportion of the supplies came from Canada and what quantities were derived from other sources. It would seem that big quantities are brought in from the United States and that there is still ample scope for enlargement of Canadian sales. As far as could be learned only one Canadian firm has grasped the significance of kiln-drying the blocks before they are exported. The labour of drying on the British side is too costly, and frequently the importers find it more profitable to purchase the American kiln-dried at a slightly higher price than to bring in Canadian "green" blocks and entail the expense of drying.

*Sizes.*—The following design will illustrate the type of block in general demand.



The design shows the end of the block. The width varies from  $\frac{1}{2}$  inch or more in each size, such sizes being (in inches): ones,  $9\frac{1}{2}$ ; threes,  $10\frac{1}{2}$ ; fives, 11; sevens,  $11\frac{3}{4}$ ; nines,  $12\frac{1}{4}$ ; elevens, 13.

The names and addresses of prospective buyers are on file at the Department of Trade and Commerce, Ottawa, and may be obtained upon application by quoting file No. 12405.

### DOUGLAS FIR SLEEPERS IN THE UNITED KINGDOM

In response to inquiries Mr. Harrison Watson, Canadian Trade Commissioner in London, writes under date April 24, 1924, that there is no regular demand in the United Kingdom for Douglas fir or other sleepers. The railway companies when requiring sleepers call for tenders for the particular quantity needed—either through the medium of the creosoting organizations who in turn ask the brokers for prices for timber, or alternatively the railways approach the brokers direct. All such brokers are firms resident in London or other cities of the United Kingdom whose responsibility has already been investigated, and it is understood that the railways would not be willing to buy direct from overseas firms. These brokers who have agents in Scandinavian countries, Canada, Gulf of Mexico and elsewhere obtain—if necessary by cable—quotations and put in their tenders. Consequently the demand for sleepers only exists when a particular railway wishes to buy.

For many years past the railways of the United Kingdom have been using Baltic timber for their railway sleepers, and as this wood has always given satisfaction there is a not unnatural prejudice on its behalf among the engineers and workers, and although in recent years vigorous attempts have been made—and with some success—to substitute Douglas fir, it is known that when prices are equal the railways are inclined to give preference to the Baltic sleepers. It is consequently against Baltic quotations that Douglas fir sleepers have to compete.

## AUSTRALIAN GRAPE AND DRIED FRUITS INDUSTRIES

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, April 8, 1924.—The problem of marketing overseas the large surplus of Australian dried fruits this season is causing grave anxiety to growers and others interested in the industry.

As the result of repatriation schemes of the Governments of Victoria, South Australia, and New South Wales, which were largely devoted to dried fruits, the production has nearly doubled in the past two years and is increasing at such a rapid rate that the need of new and the development of existing markets is imperative. If the present favourable weather conditions continue for the next two or three weeks, it is estimated that the production of the three states will amount to 35,000 tons, of which only 11,000 tons is required for home consumption, leaving a balance of approximately 24,000 tons for which outlets must be found. The generally increased costs to the grower in recent years in living, wages, material, and water charges have made it difficult for him to meet the competition of Mediterranean and other fruits in the oversea markets available, and the prospect of holding such large stocks for an indefinite period is most disturbing.

It is considered that a turning point has been reached in the history of the industry, and unless the efforts recently made to obtain preferential duties on the product in Great Britain and the reciprocity arrangements now pending with Canada and other countries result favourably, a restriction in production, with great loss to settlers and the Governments which have financed them, is inevitable.

In the meanwhile, in order to afford some present relief to grape growers, the Government has, from April 4, increased the rates of duty on imported grape brandy. The former rates of 30s. under the British preference, and 31s. per gallon under the general schedule, have been raised to 35s. and 36s. respectively. It is anticipated that larger demand by distillers for Australian grapes will be the result of the increased duties, and that the brandy importations from France, particularly the cheaper qualities, will receive a severe blow. Already the new duties are reported to have stimulated the sales of locally-produced brandy, and to be having an appreciable effect in enabling distillers to clear off their existing stocks and thereby enable them to purchase the current season's grapes at satisfactory prices.

Growers endeavoured to obtain a reduction in the excise duties, but the Government could not see its way to grant the request. It is probable, however, that a recommendation by the Tariff Board that a bounty of 4s. per gallon be paid on the export of sweet wines will be adopted by the Government upon satisfactory assurances with respect to the present season's output of grapes and that reasonable prices will be paid to growers by distillers.

## AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, April 8, 1924.—The public revenue of Australia continues to be buoyant. The Treasurer announces that the takings of the Postal Department, which includes the sale of stamps, telegraph and telephone services, for the nine months ended March 31, shows an increase of £97,863, which is £117,445 more than was estimated in the Budget. For the same period Customs payments have yielded £27,141,931, compared with £24,960,524 for the same period of the previous year. It is anticipated that at the end of the financial year on June 30 the revenue from Customs will exceed the Treasurer's estimate by £6,000,000.



The increased Customs revenue indicates a large expansion in imports. For the eight months ended February 29 the Customs statistics for the period show that Australian oversea purchases have amounted in value to £95,698,615 as against £89,098,854 for the corresponding period of the previous year. The increase is spread over a number of items, the most prominent being motor chassis, undressed timber, rubber manufactures, agricultural and other machinery, plain and tinned plates, fish, oils, and tobacco. The imports of cotton and wool piece goods and apparel, on the contrary, show a heavy decline. In most of the imported lines in which increases are shown Canadian trade is well established, and when particulars of the imports for the whole year are available will be found to have obtained a good proportion of the additional trade. The exports for the period mentioned were valued at £80,529,539, showing a debit trading balance of £15,169,076.

The Commonwealth Note Issue Board, which was established in sole control of the paper currency of the country, recently increased the issue by £4,200,000 for the purpose of paying off war gratuity advances made by the banks. The note issue is now £56,625,000, against which gold is held to the extent of £24,440,000. The highest point reached was in 1921, when the circulation amounted to about £58,000,000, but this was reduced at the end of 1922 to £52,500,000 and during 1923 averaged about £52,000,000. It is considered by the Government that the dangers of inflation are amply provided against by the board's power to reduce the circulation whenever it is thought necessary.

The Treasurer announced on April 5 that although the war gratuity loan has not been closed, the amount received to that date could be considered final. The amount of cash received was £7,452,000 and the amount of conversions £3,754,000. Apart from £6,000,000 worth of bonds representing advances to soldiers held by the banks, the gratuity bonds outstanding had totalled £12,778,000. The bonds held by the banks have been redeemed by paying over new notes issued to the extent of £4,200,000 and the balance from general revenue.

It was anticipated that when the gratuity loan was disposed of, the financial atmosphere would be cleared to some extent and banks enabled to extend more liberal credits to traders than has been possible for some months. Apart from a fair quantity of indents going forward for seasonable requirements for spring delivery, business is very slack and many firms—mainly in dry goods—are reported to be feeling the strain and restricting operations until conditions mend.

*Wheat and Flour Situation.*—A feature of the wheat market is the large exports which have been made during the past three months to Japan and China. Japan has taken 2,485,675 bushels and China approximately 630,000 bushels. The demand from this direction has now eased off considerably, but buyers are still in the market at prices lower than are procurable elsewhere. To-day the market is firm at from 4s. 9d. to 4s. 10d. per bushel f.o.b. Australian ports. A week ago the price was approximately 4s. 7½d. The firming of price is largely attributed to the fact that the freight market is weak. Freight was difficult to obtain for the United Kingdom at 35s. a week ago, but is now procurable at 28s. 9d. to 30s. per ton of 2,000 pounds. The demand for wheat is good from the United Kingdom, France, and New Zealand, but large shippers, who hold practically all the unsold portion of current crop, are holding for better prices. Flour, in sympathy with wheat, is also firm at prices from £9 12s. 6d. to £9 15s. per short ton in 150-pound sacks. The demand from South Africa has fallen away considerably in the last month, due no doubt to the large shipments that have gone forward. A fair quantity has recently been sold to the United Kingdom, but the demand to-day is mostly from Egypt.

## GROWTH OF AUSTRALIAN INDUSTRIES

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, April 8, 1924.—A return prepared by the Commonwealth Statistician shows that the growth of the manufacturing industry in Australia during 1922-23 was considerable. Substantial increases took place in all the principal items, and the value added to materials in factories, which is the real measure of manufacturing production, advanced by £10,465,224, or more than 8 per cent.

During the past three years factories have been expanding at the average rate of 959 per annum, and on the average 11,872 additional employees have been absorbed each year in the growing manufacturing industries. The capital invested in land, buildings, plant and machinery grew from £113,017,165 in 1919-20 to £160,513,629 in 1922-23, or at the rate of £15,832,155 per annum, while the engine equipment of factories increased during the same period from 660,016 to 875,593 horse-power, or from 40.5 horse-power per factory in the former year to 45.7 horse-power in the latter year. A point of interest is that while the average amount of salaries and wages paid per employee rose from £144 in 1919-20 to £180 in 1922-23, practically no rise took place in 1922-23 on the previous year in the average male or total wage. An increase of £4 in the average female rate occurred during the year. After eliminating the price factor, the real output per employee rose from £193 in the pre-war year of 1913 to £202 in 1922-23.

Details of the number of factories, persons employed, production, etc., compared with the previous year, are as follows:—

Particulars	1920-21	1922-23
Number of factories .. .. .	18,023	19,169
Persons employed—		
Males .. .. .	294,246	305,838
Females .. .. .	101,179	106,511
Actual horse-power of engines used .. .. .	798,093	875,593
Value of land and buildings .. .. .	£ 67,322,458	£ 74,465,254
Value of plant and machinery .. .. .	78,085,680	86,048,375
Salaries and wages paid .. .. .	68,050,861	71,131,897
Average salaries and wages paid—		
Males .. .. .	211	211
Females .. .. .	91	95
Value of fuel used .. .. .	8,256,381	8,659,171
Value of materials used .. .. .	190,410,265	186,052,465
Value of output .. .. .	320,340,765	326,448,189
Value of production .. .. .	129,930,500	140,395,724

## COMMONWEALTH RAILWAYS LOCOMOTIVE CONTRACT

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, April 8, 1924.—The successful tender for fourteen locomotives required by the Commonwealth Railway Department for use on the Port Augusta-Oodnadatta railway, which were called for some months ago, has gone to an Australian manufacturer. There were twenty-three tenders in all, of which three were Australian, eleven British, and nine foreign.

The accepted tender is that of Messrs. Thompson & Co., Ltd., of Castle-maine, Victoria, and the price is officially stated to be £136,000, or approximately £9,714 per engine to be delivered on trial under steam. The lowest quotation was that of a British firm at the price of £81,200, to which had to be added 27½ per cent duty, giving a total of £101,000, or £35,000 less than the tender accepted. The contract provides for the delivery of the engines by the



end of 1925, and for the great bulk of the material required in the execution of the order to be procured in Australia.

In placing the contract with an Australian firm at so high a price in comparison with oversea quotations, the Government was actuated by a desire to develop this local industry and place the country in a position to provide for its own requirements in such necessary articles as railway equipment.

## INACCURATE TRADE STATISTICS IN BRITISH MALAYA

TRADE COMMISSIONER A. B. MUDDIMAN

Singapore, March 31, 1924.—It is to be regretted that Canada suffers indirectly from inaccurate trade statistics published in British Malaya. A considerable volume of Canadian exports passes through the United States and, owing to the fact that the acting registrar of imports and exports in the Straits Settlements has not the necessary authority to insist upon the importing houses declaring the country of origin, large quantities of Canadian products come in under the country of consignment, which is often the United States. This condition exists in spite of the fact that Canada is specifically included in the list of "Countries of Origin" and the Dominion only appears in a very few cases in the monthly statistics published here. It should not be concluded, however, that they are the only goods that Canada exports to British Malaya.

*Lack of Direct Shipping Facilities.*—Canadian goods destined for British Malaya usually pass through the United States on account of the lack of direct shipping facilities. The local import and export office depends for its information in regard to the importations on the statements of the importers here and cannot demand a certificate of origin. For example, all the Ford cars imported into British Malaya are Canadian, but whilst the total figures for importations of automotive products into the Malay States from the British possessions for the last nine months of 1923 are given at £5,626 sterling, it is to be noted that for the fiscal year ending March, 1924, as shown in the returns published by the Dominion Bureau of Statistics, Canada exported to the British Straits Settlements 1,207 passenger vehicles valued at \$478,253, and 186 freight vehicles (trucks) valued at \$60,540. These figures compare very favourably with Canadian exports to the British Straits Settlements for the fiscal year ending March, 1923, which were 385 passenger vehicles valued at \$154,040, and 24 freight vehicles valued at \$8,106.

*Canada's Position in Automotive Industry not Appreciated.*—In view of the foregoing official figures of the Canadian exports of automotive products, as compared with the returns shown by the registrar of imports and exports in British Malaya, it is not surprising that Canada is in many cases unknown as the country which can, and does, supply the major part of the automotive products which are imported into this area.

## PNEUMATIC TIRES FOR OMNIBUSES

Experiments just made with pneumatic tires upon the heavy Paris motor-omnibuses have proved satisfactory in every way, writes a Paris correspondent of the *London Times Trade Supplement*. The public has travelled more comfortably, and economy in the upkeep of the motors and chassis and also in fuel consumption has resulted. The Paris Motor 'Bus Service intends to fit such tires to more vehicles for a further trial as a preliminary to adopting them universally. On the other hand, there is great activity among solid tire makers, who are attempting to bring out non-pneumatic bands which would ensure comfort, absence of wear and tear, and at the same time a degree of economy equal to that attained with the pneumatic tire.

## RESUMPTION OF TRADE BETWEEN NEW ZEALAND AND FORMER ENEMY COUNTRIES

A report was published in *Commercial Intelligence Journal* No. 1015, dated July 14, 1923, relative to the resumption of trade with Germany, Austria, and Hungary. New regulations came into force on May 7, 1924. These are divided into two parts according to the method of purchase and sale of goods; that is, whether they are invoiced and bona fide purchased and sold in English currency or otherwise.

### PART I.—GOODS INVOICED AND BONA FIDE PURCHASED AND SOLD IN ENGLISH CURRENCY

The provisions outlined as follows apply to goods manufactured or produced in or exported from Germany, Austria, or Hungary, and imported either directly or indirectly from those countries when such goods are invoiced and are bona fide purchased and sold in English currency.

(1) If the goods are imported directly from the countries mentioned, the duty shall be levied on the value for which such goods are, in the ordinary course of business, sold for cash for export f.o.b. or f.o.r. at the date of exportation, including export tax (if any).

(2) If the goods are imported directly from the United Kingdom or Australia the current domestic value shall be determined as follows: (a) If the goods are subject to depreciated currency duty the current domestic value shall be determined as if they had been directly imported from Germany, Austria, or Hungary; provided that, in cases where the goods have been purchased by the importer from a supplier in the United Kingdom or Australia, not the agent or representative of the German, Austrian, or Hungarian manufacturer or exporter, and the Collector of Customs is satisfied that the importer does not know the export value in the country of origin and that it cannot readily be ascertained, then the current domestic value shall be that prescribed in section 114 of the Customs Act, 1913,\* less 10 per cent if the goods are imported from the United Kingdom and less 20 per cent if from Australia. (b) If the goods are not subject to depreciated currency duty the current domestic value shall be determined as outlined in section 114 of the Customs Act, 1913.\*

(3) If the goods are imported from any other country the current domestic value shall be determined by the Minister of Customs.

(4) The depreciated currency duty shall, subject to any conditions stated in this article, be levied at the rate of 33½ per cent ad valorem on the classes of goods outlined on pages 70-71 of *Commercial Intelligence Journal* No. 1015.

(5) If the importation of goods not subject to depreciated currency duty is prejudicially or injuriously affecting an industry in any of the British Dominions the person aggrieved may complain to the New Zealand Government. A copy of the prescribed form for this purpose is on file at the Department of Trade and Commerce, Ottawa, and may be inspected on application (quoting file No. 20991).

(6) The New Zealand agent of the manufacturer in the United Kingdom or any of the British Dominions outside New Zealand may make the complaint with respect to the importations affecting such industry, provided that sufficient particulars are supplied to enable inquiry to be made.

\* Section 114 of the Customs Act 1913 deals with the value of goods for duty purposes. The current domestic value is that at which the shipper would be prepared to supply to any purchaser for home consumption in the country of exportation, and at the date of exportation, identically similar goods in equal quantities. No allowance is made for any special discounts, royalties, etc., but the amount of drawback in customs or excise duty if the goods are exported may be deducted. Ten per cent is added to the current domestic value as determined.



(7) Before a decision is arrived at as to depreciated currency duties being imposed or increased on any goods referred to in a complaint, opportunity is given to those interested to submit reasons why such a duty should not be levied.

(8) No articles will be added to the list of goods at present subject to depreciated currency duty and the rate of such duty will not be increased except (a) in the case of New Zealand industries being affected, after at least three months have elapsed from the date of publication in the *New Zealand Gazette* of a notice to the effect that a complaint has been received, or (b) in the case of industries in the United Kingdom or other British Dominions (except New Zealand) being affected, after six months from the publication of the notice mentioned above, but such alteration shall not take effect before January 1, 1925.

(9) Three months' notice will be given before any articles will be removed from the list of goods at present subject to depreciated currency duty or before the rate of such duty be changed.

(10) If the goods are imported in abnormally large quantities, they will be dealt with according to Part II of the regulations even though they are invoiced and sold in English currency.

#### PART II.—GOODS NOT INVOICED OR BONA FIDE PURCHASED AND SOLD IN ENGLISH CURRENCY

(1) If goods are imported which are not invoiced or bona fide purchased and sold in English currency, they can only be delivered on payment of (a) duty on such value as may be determined as provided for in section 23 of the Customs Amendment Act, 1921, as amended by section 8 of the Customs Amendment Act, 1922,\* or (b) such depreciated currency duty as may be imposed.

(2) If any shipments arrive in New Zealand early delivery is not guaranteed as all cases are to be referred to the Comptroller of Customs, Wellington, so that uniformity of practice may, if possible, be ensured.

#### FORMS OF INVOICE, ETC.

The form of invoice to be used for shipments from Germany, Austria, or Hungary is the same as those used for shipments from other countries (see F.T.D. Leaflet 32, issued by the Department of Trade and Commerce). Although it is desirable that the current domestic value in the currency of the exporting country be stated and certified on the invoice, yet this will not at present be insisted upon.

#### NEW TRADE COMMISSIONER IN SOUTH AFRICA

Mr. G. R. Stevens, formerly Canadian Trade Commissioner in Jamaica, has been transferred to South Africa with headquarters in Cape Town and will shortly leave for his new post. Canadian firms who desire to be brought in touch with Mr. Stevens are requested to communicate with him in care of the Department of Trade and Commerce, Ottawa.

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\*Section 23 of the Customs Amendment Act gives the Minister of Customs extensive and final powers to determine the value of any goods where it is difficult, inequitable, or impracticable for any reason to determine the current domestic value in the ordinary way. The value as determined by the Minister shall not exceed the price at which the goods are sold to the ultimate consumer, if such price can be obtained.

The Customs Amendment Act, 1922 gives the Minister power to fix any current domestic value he sees fit in the case of foreign goods, the importation of which would, in his opinion, prejudicially affect any British industry or business. That is, he may fix a value in excess of the selling price to the ultimate consumer.

## GERMAN MARKET FOR MOTOR CARS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, April 30, 1924.—Foreign motor car manufacturers are commencing to make arrangements for selling motor cars to Germany after the expected abolition of the present import prohibition. Negotiations have been in progress for some time with regard to the removal of the prohibition on the importation of motor cars, but the German manufacturers have contended that they have not had sufficient time to organize effectively against foreign competition and have secured continuation of the import prohibition at least until the present selling season is over.

It is generally agreed that there will be a splendid opening for the sale of Canadian and American motor cars once the import prohibition is abolished, since not only are German motor cars very expensive, but the manufacturers have also not kept pace with modern developments. Since motor cars are taxed on the basis of horse power, the greatest demand will be for medium-priced low-powered cars, although the high-class car will also be saleable in limited numbers. The present customs duty on motor cars is based on weight, but it is expected that when the import prohibition is removed an ad valorem duty will be imposed ranging it is thought around 25 to 30 per cent. Although the position is still very indefinite, a leading United States motor car manufacturing corporation have recently appointed a Hamburg selling firm as sole agents for Germany and another company is making arrangements for manufacturing and assembling cars in Germany. The Canadian Trade Commissioner at Hamburg will be glad to assist Canadian firms to secure suitable agents, so that they may be ready for the removal of the import prohibition.

## FOREIGN TRADE OF TUNISIA AND MOROCCO

TRADE COMMISSIONER W. McL. CLARKE

### Tunisia

In the market reports on Northern Africa, which have been published in the *Commercial Intelligence Journal*, the statistics therein given were for 1921, as the complete trade returns for 1922 were not available when the reports were written. Abstracts of the trade returns for the calendar year 1922, however, have now been printed, and on these the following paragraphs showing the direction of Tunisia's foreign trade for that year are based.

The total trade of Tunisia for 1922 amounted in value to 1,301 million francs, as compared with 1,395 million francs in the preceding year. Importations in 1922 totalled 856 million francs and exportations 445 million francs, thus giving an unfavourable trade balance of some 411 million francs as contrasted with an unfavourable trade balance of 49 million francs for 1921, when imports were 722 million francs and exports 673 million francs. In other words, while in 1921 the exports were 93 per cent of the imports, in 1922, on the other hand, the value of the exports were only 52 per cent of the value of the imports. As a matter of fact, but with rare exceptions as in 1913 and 1915, Tunisia's expenditure on imports is appreciably greater than the revenue derived from exports. The 1922 decline in the value of the exports is due first to the failure of the grain crops, which tended, moreover, not only to weaken exports but to stimulate imports; and secondly to the fact that the commission on customs valuations considerably lowered during 1922 the export basis of valuation for many of the principal Tunisian exports such as live stock, hides, wool, food pastes, olive oil, alfa, phosphates and soaps, etc. The fall therefore in the value of exports for 1922 as compared with 1921 is more apparent than real.



Importations on the other hand, however, did actually increase. From France the imports were 45 million francs more during 1922 than in 1921, although the percentage of the total imports thus derived moved down from 50.9 per cent in 1921 to 48.2 per cent in 1922. In other words, the increase in French imports was not as great proportionally as the increase in imports from certain other countries, particularly England and Italy, in which cases the percentage of imports from the first source moved up from 9.5 per cent in 1921 to 12 per cent in 1922, and from the second source from 6 per cent in 1921 to 8.6 per cent in 1922. This increasing trade from Great Britain and Italy is mainly accounted for by heavier imports of cotton piece goods, those from Great Britain rising in value from 25 million francs in 1921 to 48 million francs in 1922, and those from Italy rising from 11 million francs in 1921 to 28 million francs in 1922. The decreased percentage of exports from France in 1922 was chiefly due to the smaller imports therefrom of (1) jute sacks, etc., machinery and binder twine, which may be explained by the poor crop year; (2) of cotton textiles because of the English and Italian competition; and (3) of superphosphates, the manufacture of which has begun again in Tunisia itself.

Thus in 1922 Tunisia took 48.2 per cent of the imports from France, 12 per cent from Great Britain, 8.6 per cent from Italy, while the United States came fourth, contributing 7.3 per cent, followed by Algeria with 5.9 per cent, by Belgium with 2.8 per cent, by Morocco with 1.7 per cent, by Switzerland with 1.4 per cent, by Tripoli with 1.2 per cent, and by "other countries" with 10.9 per cent.

*Consignment of Exports.*—As has been seen above, the 1922 exports of Tunisia totalled 445 million francs, of which France took 213 million francs, which was a decrease of 67 millions when compared with the French purchases from Tunisia in 1921. This decline in the exports to France was due principally to the smaller amounts of grain shipped across the Mediterranean. Notwithstanding this decrease, the percentage of the total Tunisian exports taken by France rose from 41.7 per cent in 1921 to 47.9 per cent in 1922. Great Britain's 1922 interest in Tunisian exports was smaller, inasmuch as less barley went forward to England, and the percentage of imports taken by Great Britain fell from 9.6 per cent in 1921 to 5.2 per cent in 1922. Grain exportations from Tunisia to Italy were also less although the country took 21.9 per cent of the Tunisian exports in 1922. Algeria was responsible in 1922 for buying 5.5 per cent of the Tunisian exports, Holland 3.2 per cent, Belgium 2.9 per cent, Malta 2.5 per cent, the United States 2 per cent, and other countries 8.9 per cent.

*Tunisian Principal Imports.*—The principal imports of Tunisia for any given year may be fairly inferred by the statistics of the year 1921, the last full year for which the published trade returns are available. The values will fluctuate from year to year but the trend of trade will remain except in the case of grain, and its products much the same. In 1921 Tunisia's chief imports were valued as follows:—

	1,000,000 Francs		1,000,000 Francs
Live animals. . . . .	11	Pottery, glass and crystal . . . . .	9
Animal products . . . . .	18	Yarns. . . . .	17
Fish . . . . .	5½	Textiles . . . . .	147
Grain and grain products . . . . .	70½	Paper products . . . . .	11½
Fruits and seeds . . . . .	12½	Hides and leather . . . . .	13½
Colonial products . . . . .	54½	Metal manufactures. . . . .	80
Vegetable oils . . . . .	4	Arms, ammunitions, etc. . . . .	4
Lumber . . . . .	10	Furniture and wood products . . . . .	4
Beverages . . . . .	4	Musical instruments . . . . .	1
Coal and minerals . . . . .	71½	Esparto products and basketwork . . . . .	1½
Metals . . . . .	28	Other products (which include autos, bicycles, rolling stock, rubber products, hats, scientific instruments, brushware, toys, etc.) . . . . .	111
Chemical products . . . . .	7		
Tanning extracts and colours . . . . .	6½		
Soap, candles, starch, perfumes, etc. . . . .	11		

*Tunisian Imports from the United States.*—As Canada is more likely to be in a position to export products to Tunisia similar to those which are now being received from the United States, the principal American exports to this country during 1921 are tabulated hereunder:—

Wheat . . . . .	Tons	24,138	Footwear . . . . .	Pairs	3,900
Refined petroleum . . . . .	Hect.	138,755	Tanning materials . . . . .	Tons	2
Machines and apparatus . . . . .	Tons	1,727	Wire . . . . .	"	128
Maize . . . . .	"	6,531	Vegetable oils . . . . .	"	20
Coal . . . . .	"	13,718	Bacon and lard . . . . .	"	14
Wagons . . . . .	"	88	Condensed milk . . . . .	"	12
Heavy mineral oils . . . . .	"	1,593	Animal products (not comprised in any other categories) . . . . .	"	9
Refined sugar . . . . .	"	332	Musical instruments, pianos, or- gans, harmoniums . . . . .	Pieces	10
Glassware . . . . .	"	124	Gunpowder and ammunitions . . . . .	"	4
Metal manufactures . . . . .	"	186	Paper . . . . .	"	2
Mazout . . . . .	"	1,079	Beverages . . . . .	Hect.	104
Cotton tissues . . . . .	"	3	Furniture and other wood manu- factures . . . . .	Tons	2
Hides and skins, tanned . . . . .	"	41	Cordage . . . . .	Kilos	834
Linen, clothing and other ready to wear articles n.o.s. . . . .	"	22	Lumber for cabinet work . . . . .	Tons	4
Iron and steel . . . . .	"	179	Flour products . . . . .	"	2
Tobacco, in leaf form . . . . .	"	110	Fish products . . . . .	"	494
Jute sacks . . . . .	"	45	Basketwork . . . . .	Kilos	521
Lumber . . . . .	"	431	Chemicals . . . . .	"	111
Rubber goods . . . . .	"	11	Preserved vegetables . . . . .	"	420
Sausages and prepared meats . . . . .	"	59	Fruits and seeds . . . . .	"	391
Leather articles . . . . .	"	2	Parcel post importations . . . . .	"	1,232
Woollen textiles . . . . .	"	1			
Colonial products (except sugar and tobacco) . . . . .	"	17			

### Morocco

The total import trade of the three zones of Morocco for the year 1920—the last year for which full figures are available—amounted to 1,198 million francs, the French zone taking goods to the extent of 1,000 million francs, the Spanish zone to the extent of 103 million francs, and the zone of Tangier to the extent of 95 million francs. The exports for the different zones during the same year were 269 million, 6 million, and 6 million francs respectively, or a total exportation of 281 million francs. Thus it will be seen that there is a heavy unfavourable trade balance for the country of Morocco, amounting in 1920 to 918 million francs. Morocco has little to export at present except agricultural products and iron ore, whereas the country has to buy, apart from some flour and cement, the bulk of its requirements.

The table which follows will illustrate the import and export trade of Morocco for the year 1920 with the different countries concerned:—

Countries	IMPORTATION			
	French Zone	Spanish Zone	Tangier	Total
	(000's omitted)			
France and Algeria . . . . .	460,410	3,254	32,219	495,884
England and Gibraltar . . . . .	212,138	16,967	17,577	246,683
Germany . . . . .	2,708	262	95	3,066
Spain and its islands . . . . .	26,241	77,818	23,839	127,898
Belgium . . . . .	31,976	688	7,721	40,385
Italy . . . . .	10,433	43	1,174	11,651
Austria and Hungary . . . . .	53	1,590	7,881	49,692
United States . . . . .	40,219	1,590	7,881	49,692
Portugal . . . . .	1,853	412	284	2,549
Netherland . . . . .	6,006	1,388	2,796	10,190
Egypt . . . . .	46	....	208	255
Sweden . . . . .	14,753	....	1,293	16,036
Norway . . . . .	313	3,121	14	331
Tunisia . . . . .	224	....	68	293
Other countries . . . . .	4,771	636,950	89	5,498
Total . . . . .	812,151	103,066	95,254	1,010,471
Algeria (by land) . . . . .	188,323	....	....	188,323
	1,000,474	103,066	95,254	1,198,794



## EXPORTATION

(000's omitted)

France and Algeria .. . . .	127,293	273	1,136	128,703
England and Gibraltar .. . . .	69,932	449	1,054	71,436
Germany .. . . .	61	....	....	61
Spain and its islands .. . . .	29,085	4,601	3,223	36,910
Belgium .. . . .	7,640	297	13	7,950
Italy .. . . .	4,545	....	....	4,545
Austria and Hungary .. . . .	....	....	....	....
United States .. . . .	3,907	....	459	4,367
Portugal .. . . .	800	323	90	1,213
Netherland .. . . .	319	....	4	324
Egypt .. . . .	228	....	132	360
Sweden .. . . .	24	....	....	24
Norway .. . . .	....	....	....	....
Tunisia .. . . .	5	....	....	5
Other countries .. . . .	133	1	....	134
Total .. . . .	243,978	5,946	6,115	256,040
Algeria (by land) .. . . .	24,897	....	....	24,897
	268,875	5,946	6,115	280,937

From the foregoing it will be seen that France and Algeria supplied almost 65 per cent of the total importations into the French zone during 1920.

*Imports into French Morocco.*—In the table which follows is appended the quantities of the principal products imported into the French zone of Morocco during 1921:—

Commodities	Weights Metric Tons	Commodities	Weights Metric Tons
Coffee .. . . .	1,813	Esparto and wickerware .. . . .	82
Confectionery and biscuits .. . . .	982	Explosives .. . . .	272
Wheat .. . . .	11,597	Felt goods .. . . .	90
Flour and semolina .. . . .	19,933	Furniture .. . . .	636
Fruits (fresh and dried) .. . . .	2,530	Glassware .. . . .	1,265
Groceries and provisions .. . . .	2,953	Hardware .. . . .	14,467
Oil (vegetable) .. . . .	1,989	India-rubber goods .. . . .	579
Rice .. . . .	2,546	Jewellery, etc. (kilograms) .. . . .	20,474
Spices .. . . .	327	Leather goods .. . . .	389
Sugar .. . . .	50,278	Linen and jute goods .. . . .	1,581
Tea .. . . .	2,518	Machinery, etc. .. . . .	6,240
Vegetables .. . . .	7,110	Matches .. . . .	300
Wines, spirits, beer, etc. (hectolitres) .. . . .	26,213	Motor cars .. . . .	1,450
Cement, lime and gypsum .. . . .	87,697	Musical instruments (Number) .. . . .	640
Coal .. . . .	41,785	Paints and dyes .. . . .	606
Iron and steel .. . . .	27,139	Paper and paper goods .. . . .	2,612
Other metals .. . . .	449	Perfumery, etc. .. . . .	201
Oil (mineral) .. . . .	17,495	Silk and half silk goods .. . . .	68
Silk, raw (kilogrammes) .. . . .	2,438	Soap (common) .. . . .	2,025
Timber, deals, etc. .. . . .	55,400	Tobacco .. . . .	25
Bricks, tiles and marbles .. . . .	11,207	Toys .. . . .	339
Candles .. . . .	1,661	Vehicles .. . . .	5,956
Chemical and drugs .. . . .	2,497	Wooden goods .. . . .	5,465
China and earthenware .. . . .	742	Woollen goods .. . . .	275
Cotton goods .. . . .	8,048		

Without detailing all the sources of origin, it should be of interest to intimate the principal products in which American competition has made itself most perceptibly felt in this trade of the French zone. The following are therefore the leading articles exported from the United States: condensed milk, mineral oils, iron wire, jewellery, agricultural machinery, machinery and steam engines, sewing machines, pumps, metals in sheets, hardware, horse-shoe nails, and other nails, iron and steel products, metal furniture, autos, petroleum.

*Imports into Melilla during 1921.*—The principal imports into Melilla (Spanish Zone) during the year 1921 consisted of: lime and cement, coal, coke and patent fuel, petroleum, mineral lubricating oils, vaseline, gasoline, hollow glassware, crockery (decorated), iron in bars, iron in sheets, iron casks, iron wire, wire rope, barbed wire, nails and hook-nails, kitchen and domestic utensils

of enamelled iron, domestic utensils of aluminium, chemical products (unspecified), pharmaceutical products, candles, common soap, perfumery and essences, explosives, cotton tissues, made-up cotton goods, knitted cotton goods, cordage, linen tissues, jute sacks, woollen tissues, made-up goods of cotton and wool, newsprint, paper, packing paper, wooden casks, staves, etc., carpenters' wares of common wood, furniture, sole leather, boots and shoes, trunks, harness and saddlery, locomotives, steam engines, automobiles, motor lorries, railway wagons and trucks, sugar, condensed milk, preserved food, chocolate, confectionery, cheese, rubber tires, waterproofs, toys.

*Imports into Tangier.*—The following commodities made up the principal imports into Tangier during 1921: live stock, coffee, confectionery and biscuits, wheat, flour and semolina, fruit (fresh and dried), groceries and provisions, oil (vegetable), rice, salt, spices, sugar, tea, vegetables, wines, spirits, beer, etc., cement, lime and gypsum, coal, gums, iron and steel, other metals, mineral oils, silk (raw), timber deals, bricks, tiles and marbles, candles, chemicals and drugs, china and earthenware, cotton goods, espartoware, explosives, felt goods, furniture, glassware, hardware, india-rubber goods, jewellery, leather goods, linen and jute goods, machinery, motor cars, matches, musical instruments, paints and dyes, paper goods, perfumery, silk and half-silk goods, common soap, tobacco, toys, vehicles, wooden goods, and woollen goods.

*Exports from the French Zone.*—The principal exports from the French zone of Morocco during the year 1921 were as follow: oxen, sheep, pigs, eggs, almonds, barley, beans, chickpeas, lentils, maize, beeswax, canary seed, coriander, cumin, linseed, fenugreek, gums, hemp and flax, hides, ox skins, goat skins, sheep, rags, phosphates, bran, carpets, Moorish slippers.

### DEPRESSION IN TRINIDAD COCOA INDUSTRY

Due partly to the unsettled conditions in Central Europe, and more especially to the enormously increasing output of cheaply grown cocoa from West Africa, there has been, for three years, a serious depression in the Trinidad cocoa industry, says the *London Chamber of Commerce Journal*. In Trinidad, there are over seven hundred large plantations producing cocoa, and, in addition to this, small quantities are grown by local peasants. A large proportion of those engaged in this industry are now on the verge of ruin, and a moratorium which has prevented foreclosure sales seems likely to be continued indefinitely. Between 1919 and 1922 the exports of cocoa from Trinidad show a very unsatisfactory trend in the falling off of export values, and, according to the American Consul stationed on the island, the total exports of cocoa from the colony in 1922 were 50,645,635 pounds, as compared with 75,238,566 in 1921. Although there has been considerable local discussion as to remedial measures for the present situation, nothing definite has yet been arrived at. As a means of advertising, the planters have planned to distribute samples of chocolate, and cocoa manufactured partly of Trinidad cocoa, and of Trinidad and Grenada cocoa mixed, at the British Empire Exhibition at Wembley; and the Trinidad Government, in order to give relief to planters, are arranging for the establishment of an agricultural loan bank, which, it is anticipated, will furnish the needed capital to improve cocoa properties, so that the yield per acre can be increased.



**COMMERCIAL CONDITIONS IN MEXICO**

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, May 1, 1924.—No definite change has taken place in the commercial situation during the past month. The lack of investment capital, combined with the financial situation of the Government, have delayed the return of the country to normal conditions, although the gradual improvement which started at the end of February last still continues in a lessened degree.

The banking situation remains as previously reported; deposits maintain their level, but the demand for money is greater than the available supply; thus loans are only granted to selected applicants, on the best security, and generally at high rates of interest. A slight increase is reported in the demand for manufactured goods, with a corresponding improvement in the retail trade. Difficulties are, however, being encountered by purchasers on account of increased railway freights, the shortage of rolling stock, and labour troubles which have arisen at the port of Veracruz.

The petroleum industry has suffered during the month from disputes which have arisen between representatives of the workmen and a prominent oil company; the former claim a voice in the appointment and dismissal of labourers, which has been refused, and the matter has been referred to the Government without result. No figures are available of recent oil production, although it is known that this decreased considerably during the recent disturbances; the number of drilling permits, however, has increased during the past few weeks, and it is expected that the output of oil will shortly equal that of the corresponding period of last year.

Exchange on New York continues firm at approximately  $48\frac{1}{8}$  to  $48\frac{1}{4}$ , with no definite tendency in either direction.

On the whole, the month of April may be characterized as a period of waiting. Encouraging features are the reports of a satisfactory harvest, the continued prosperity of the mining industry, and an anticipated improvement in the production of petroleum; to these may be added the expectation of a Government loan, which will relieve the situation of the Federal employees who have not received their salaries and wages for several weeks. On the other hand, the approaching Presidential election and the attitude of various labour organizations have acted as a deterrent to progress, and some months must elapse before a complete return can be expected to the conditions existing prior to last December.

**NEW STEAMSHIP SERVICE BETWEEN CANADA AND MEXICO**

Writing under date of the 2nd of May, 1924, the Trade Commissioner in Mexico city reports that a new steamer service has just been inaugurated between Vancouver and the West Coast ports of Mexico. Two vessels have been placed on the run, named respectively the *Washington* and the *Bolivar*, and it is intended to give a monthly service as follows:—

Leave Vancouver..	1st of each month
" Seattle ..	2nd "
" San Francisco ..	8th "
" Los Angeles ..	10th "
" Ensenada ..	11th "
" San José del Cabo ..	14th "
" La Paz ..	15th "
" Guaymas ..	18th "
" Topolobampo ..	19th "
" Altata ..	20th "
" Mazatlan ..	22nd "
" Manzanillo ..	24th "
" Acapulco ..	26th "
" Salina Cruz ..	28th "

This service is operated by the Linea de Navegacion de los Puertos Libres Mexicanos, and, as its name indicates, has been organized in connection with the establishment of the free ports of Guaymas, Salina Cruz, Rincon Antonio and Puerto México, to which reference was made in *Commercial Intelligence Journal* No. 1017 (July 28, 1923). The head offices are situated in Mexico City, and agents in Vancouver will be appointed at an early date.

### DEVELOPMENTS IN LATVIA

Great activity prevails in the development of the Latvian flax industry, and it is expected that eleven new flax working mills will be opened this year, says the London *Chamber of Commerce Journal*. After the installation of new machinery, orders for which have already been placed abroad, thirteen mills will carry on operations in various parts of the country. This number, however, has been pronounced as inadequate, and industrialists are being urged to embark on the scheme on a much larger scale, the contention being that about one hundred mills would find sufficient employment in Latvia. The Latvian Consul-General in London states that it is contemplated to set aside a sum of twenty-two million lats for the construction of new roads throughout the country. The expenditure is to spread over a period of five years (1925-30), and it is anticipated to construct new roads at the rate of about one hundred kilometres per annum. In addition, improvements to existing roads, country lanes, and the reconstruction of bridges will be undertaken. It is also announced that a regular air service is to be maintained during the summer months between Riga-Tallinn (Reval) and Riga-Koenigsberg, for which purpose the Latvian Air Service Company contemplate the employment of four aeroplanes.

### THE RUBBER PROBLEM

One of the most serious commercial problems left by the war has been the disparity between prices obtainable for raw materials and agricultural produce and those demanded for manufactures says *The Manchester Guardian Commercial*. Since agriculture is the largest staple industry of the world, the result is that agricultural producers have had to restrict their purchases of manufactured articles. This in turn has reacted on them by reducing the world-demand for raw materials. An attempt is being made in many quarters to meet the difficulty by curtailment of output, but the necessary degree of co-operation is not so easily attained in agriculture as in industry. Rubber-growers, for instance, have given what is known as the Stevenson restriction scheme a fair trial, but they now find that it has not solved all their difficulties. They find that they themselves are legion, whereas buyers of their product are comparatively few in number. American buyers, it is said, will soon be allowed and encouraged to set up a still more intense combination for the purchase of raw materials which have to be imported. The Rubber Growers' Association in Great Britain is therefore promoting the formation of a joint selling agency for the whole industry, or at any rate for the British section of it. In this way it is hoped that rubber can be held off the market until the right moment for selling, so that production can be maintained on a profitable basis. Several large producers have already announced their approval of the scheme, and the working details are now being discussed.



## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Proposed Changes in Tariff of the United Kingdom

Mr. Harrison Watson, Canadian Government Trade Commissioner in the United Kingdom, has forwarded the department a copy of the London *Times* report of the tariff changes announced by the Chancellor of the Exchequer of the United Kingdom in his budget statement in the House of Commons on April 29. The summary as regards customs duties is as follows:—

Duties reduced: Tea from 8d. to 4d. per pound; cocoa and coffee from 28s. to 14s. per cwt.; chicory, 26s. 6d. to 13s. 3d. per cwt.; sugar (over 98° polarization), 25s. 8d. to 11s. 8d. per cwt. (equal to 1½d. per pound); dried fruits, 10s. 6d. to 7s. per cwt. Import duties on films, clocks and watches, motor-cars, motor-cycles and accessories, musical instruments and accessories, to be repealed on August 1. Table water duties to be repealed.

Mr. Harrison Watson adds: "Regarding items which are of interest to Canadian exporters, while the duty on sugar has been reduced, the preferential rate remains. The Chancellor announced that the reduced duty on sugar went into force on April 30, but in the case of imported goods manufactured or prepared with sugar, the date is to be July 1. The chief interest of Canadian exporters is associated with what are known as the McKenna duties, which include: motor-cars and accessories, musical instruments and accessories, clocks and watches, and cinematograph films. These duties, which were introduced as a war measure, are subject to renewal on May 1 each year, and the Government has given notice that they do not propose to renew them but that they will remain in force until August 1 next, when they expire. Of course, each item has to pass through Parliament before adoption."

The preferential duty on sugar is five-sixths of the full rate and there is a similar preference in respect of articles dutiable on account of containing sugar. The general tariff on motor-cars, musical instruments, and clocks and watches, is 33½ per cent ad valorem and the preferential rate, two-thirds of the full rate.

### Importation of Bran and Pollard into New Zealand

Mr. C. M. Croft, Acting Canadian Trade Commissioner in New Zealand, writes under date April 14, 1924, that an Order in Council was gazetted on November 13, 1917, prohibiting the importation of bran and pollard into New Zealand except with the consent of the Minister of Customs given on the recommendation of the Board of Trade. It has now been announced that until further notice the minister will consider applications for permission to import these commodities provided that the applications are recommended by the Department of Industries and Commerce (Board of Trade). Applications should be sent to the secretary of that department, Wellington, stating the port at which the goods are to be landed, the quantity of each commodity, and the approximate date of importation. Permits granted are good for two months from the date of issue. The usual customs duties payable on these commodities have been suspended, but the primage duty of one per cent ad valorem must be paid.

### New Zealand Depreciated Currency Duty

According to advice just received from the Canadian Government Trade Commissioner's office in Auckland, the New Zealand *Gazette* of April 10, 1924, announced that the list of goods subject to depreciated currency or special duty has been amended by deleting therefrom the following: "Hats of felt (includ-

ing felt hoods, blocked, sewn, or otherwise worked), whether of wool, fur, or other material or mixtures of the same." (See *Commercial Intelligence Journal* No. 1015, July 14, 1923, page 70.)

### Reduction of Brazilian Duties on Wheat and Flour not yet Enforced

Mr. P. W. Cook, Canadian Trade Commissioner, Rio de Janeiro, cabled on May 5, 1924, that the reduction on duty on wheat and wheat flour recently authorized by the Brazilian Government had not up to that time been put in force. The proposed reduction may be any percentage but is not to exceed 40 per cent. This notice supersedes the announcement on the same subject in *Commercial Intelligence Journal* No. 1055 (April 19, 1924, page 502).

### St. Lucia Surtax and Flour Duties

The British *Board of Trade Journal* announces that Customs Duties Amendment Ordinance, 1924, imposes up to the end of the year a surtax of  $2\frac{1}{2}$  per cent on import duties in St. Lucia except that the additional duty does not apply to wheaten flour and coal. There was a previous surtax of 10 per cent, making the total surtax  $12\frac{1}{2}$  per cent of the duty. In both cases wheaten flour and coal are exempt from the surtax. The duty on flour is 4 shillings per 196 pounds under the British preferential tariff (applicable to Canada) and 5 shillings under the general tariff (applicable to foreign countries). This supersedes the information on St. Lucia flour duties quoted in *Commercial Intelligence Journal* No. 1051 (March 22, 1924, page 387).

## TENDERS INVITED

### New Zealand

Copies of drawings and specifications have been received from the Canadian Government Trade Commissioner at Auckland for equipment for the Public Works Department, and the Post and Telegraph Department, Wellington. These drawings and specifications are open for inspection at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, and the Stores Manager, Post and Telegraph Department, Wellington, in accordance with these specifications.

#### PUBLIC WORKS DEPARTMENT

No.	Date of closing	Particulars
S.M. 196	Aug. 13, 1924.	Lake Coleridge Power Scheme.—Section 156.—Two main tunnel-gates, complete; one connecting tunnel-gate, complete; three penstock-gates, complete; one gate to connect surge-tanks, complete; one drain-valve, complete.
S.M. 197	July 29, 1924	Waikato Power Scheme, Section 80.—Manufacture, supply and delivery ex ship's slings, Auckland, of eight galvanized steel transmission line towers complete with crossarms, ground members, and accessories, in accordance with the specification and conditions of contract.

#### POST AND TELEGRAPH DEPARTMENT

Stores 13/78	June 25, 1924	5,100 reams of paper, tissue, for press, 9 $\frac{3}{4}$ in. by 8 in., in reams, to sample.
Indent 6150	July 2, 1924	5 tons twine, fine, No. 304 mixed hemp, in $\frac{1}{2}$ -lb. balls. Breaking strain to be not less than 45 lbs. 20 tons twine, medium, No. 302 mixed hemp, in $\frac{1}{2}$ -lb. balls, breaking strain to be not less than 60 lbs.



## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MAY 12, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 12, 1924. Those for the week ending May 5, 1924, are also given for the sake of comparison.

	Parity		Week ending	Week ending
			May 5, 1924	May 12, 1924
Britain . . . . .	£	1.00	\$4.86	\$4.4567
France . . . . .	Fr.	1.	.193	.0657
Italy . . . . .	Lire.	1.	.193	.0456
Holland . . . . .	Florin.	1.	.402	.3803
Belgium . . . . .	Fr.	1.	.193	.0537
Spain . . . . .	Pes.	1.	.193	.1306
Portugal . . . . .	Esc.	1.	1.08	.0307
Switzerland . . . . .	Fr.	1.	.193	.1810
Germany . . . . .	Mk.	1.	.238	.....
Greece . . . . .	Dr.	1.	.193	.0218
Norway . . . . .	Kr.	1.	.268	.1411
Sweden . . . . .	Kr.	1.	.268	.2687
Denmark . . . . .	Kr.	1.	.268	.1722
Japan . . . . .	Yen	1.	.498	.4058
India . . . . .	R.	1.	2s.	.3124
United States . . . . .	\$	1.	\$1.00	1.0159
Mexico . . . . .	\$	1.	.498	.4894
Argentina . . . . .	Pes.	1.	.424	.3348
Brazil . . . . .	Mil.	1.	.324	.1172
Roumania . . . . .	Lei	1.	.198	.....
Jamaica . . . . .	£	1.	4.86	4.4485
British Guiana . . . . .	\$	1.	1.	4.4437
Barbados . . . . .	\$	1.	1.	
Trinidad . . . . .	\$	1.	1.	
Dominica . . . . .	\$	1.	1.	
Grenada . . . . .	\$	1.	1.	
St. Kitts . . . . .	\$	1.	1.	.9270—.9410
St. Lucia . . . . .	\$	1.	1.	.9072—.9377
St. Vincent . . . . .	\$	1.	1.	
Tobago . . . . .	\$	1.	1.	
Shanghai, China . . . . .	Tael	1.	.708	.7238
Batavia, Java . . . . .	Guilder	1.	.402	.3647
Singapore, Straits Settlement . . . . .	\$	1.	.567	.52066

## BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA: AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

613. GRAIN.—A wholesale broker in Hamburg is anxious to get in touch with reliable Canadian grain exporters.

614. FLOUR.—A wholesale broker in Hamburg wishes to form connections with reliable Canadian flour mills.

615. FLOUR.—An old-established Glasgow firm of flour importers wish to get in touch with a firm of flour millers who manufacture a specially high-grade winter wheat flour, superior to the ordinary Ontario export patents.

616. FISH; FLOUR; WHEAT.—A manufacturers' representative in Mexico City, with good connections, desires to secure agencies for canned and salted fish, flour and wheat. Correspondence in English.

617. CANNED LOBSTERS.—A firm in Hamburg wish to get in touch with Canadian exporters of canned lobsters.

618. CANNED SALMON.—A firm in Hamburg wish to get in touch with Canadian exporters of canned salmon.

619. PROVISIONS.—A broker in Hamburg wishes to form connections with Canadian exporters of all kinds of foodstuffs and provisions.

620. A manufacturers' representative in Mexico City desires to communicate with Canadian exporters of lard and general packing-house products, with a view to securing agencies.

### Miscellaneous

621. FISH OIL.—An importer in Alexandria, Egypt, wishes to communicate with Canadian exporters of fish oil interested in the Egyptian market.

622. FLOUR; FISH; TIMBER.—An importer in Guadeloupe desires to secure agencies in the French West Indies on a commission basis in respect of flour, codfish and smoked herring, pitch pine and white pine.

623. CULL BIRCH AND SPRUCE LUMBER.—A London firm of timber brokers invite quotations c.i.f. Swansea for 50 standards of cull birch (not first quality), cut to dimensions, in monthly shipments; and also on 60 standards of cut New Brunswick spruce, and 70 standards of cull birch for shipment in May-June. Further details are on file.

624. ACETIC ACID.—A Glasgow firm manufacturing sauces, pickles and chemicals want to get in touch with manufacturers of 80 per cent pure acetic acid prepared to quote their best prices for shipments of 2-ton to 5-ton lots (ton 2,240 pounds).

625. ORES AND METALS.—An important South Wales firm of importers with extensive United Kingdom connections desire to communicate with Canadian exporters of ores and metals, including scrap; and particularly with mining companies and others anxious to develop their business in England.

626. RAILWAY MATERIAL.—A manufacturers' representative in Mexico City desires to secure agencies for all classes of railway construction material and equipment.

627. VULCANIZED FIBRE.—A firm in Hamburg desire connections with factories making vulcanized fibre (sheets, rods, tubes, etc.).

628. PAPER.—Reliable commission house in San Domingo wishes to represent Canadian paper mill manufacturing wrapping paper, paper bags, cartons, etc.

629. SCALES.—Established Jamaican commission merchant wishes to represent Canadian firm manufacturing double dial and portable platform scales.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report re Mail Subsidies and Steamship Subvention. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (c)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Overseas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.  
Census of Prairie Provinces (1916).  
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).  
Year Book of Canada.  
Report of the Dominion Statistician, Annual.  
Trade of Canada (Imports and Exports), Annual and Monthly.  
Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O.,  
Melbourne. Office—Stock Exchange Building,  
Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max,  
Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164  
Rio de Janeiro; office, Avenida Rio Branco, 9.  
*Cable Address, Canadian.*

#### British West Indies

H. R. Poussette, Port of Spain, Trinidad. (Ter-  
ritory includes British Guiana and Venezuela.)

#### China

J. W. Ross. Address for letters—P.O. Box 300.  
Office—Laidlaw Building, Szechuen and Nanking  
Roads, Shanghai. *Cable Address, Cancomac.*

#### Denmark

B. S. Webb, Raadhuspladsen 45, Copenhagen.  
*Cable Address, Canadian.* (Territory covers  
Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines,  
Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable  
Address, Mapleleaf.* (Territory covers Germany,  
Russia; the countries on the eastern shore of  
the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable  
Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable  
Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan.  
*Cable Address, Canadian.*

#### Jamaica

James Cormack, 17 Port Royal street, Kingston.  
(Territory covers Jamaica, Cuba, and the other  
countries bordering on the Caribbean sea.)  
*Cable Address, Cantracom.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230;  
office, 504 Osaka Shosen Kaisha Building, Kobe.  
*Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado  
Num. 126-bis, Mexico City. Office, Edificio  
Banco de Londres y Mexico, Num. 30. *Cable  
Address, Cancomac.*

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union  
Buildings, Customs street, Auckland. *Cable  
Address, Canadian.*

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O.  
Box 683; office, Westminster House, Adderly  
street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Ter-  
ritory covers Straits Settlements, British Borneo,  
Netherlands East Indies, and Siam.) *Cable  
Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London,  
E.C.2, England. *Cable Address, Sleighing,  
London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable  
Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John  
street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol.  
*Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow,  
Scotland. (Territory covers Scotland and Ire-  
land.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City.  
*Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENT

#### Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House,  
Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona,  
Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy,  
Washington.



# Commercial Intelligence Journal

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Deputy Minister: F. C. T. O'Hara

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## TRADE COMMISSIONER D. H. ROSS'S ITINERARY IN CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, who has recently reached Ottawa, is now making a tour of the Dominion on behalf of Canadian export trade to the Commonwealth. The following are the concluding dates of the first part of his itinerary:—

Sydney . . . . . May 27th.  
Montreal . . . . . May 31st-June 7th.

Details of the second part of Mr. Ross's itinerary will be announced later. Firms in Montreal who desire to be brought in touch with Mr. Ross, or to interview him, should address their communications to him in care of the Secretary, Canadian Manufacturers' Association, or the Secretary of the Board of Trade.

## SHIPPING SOUTH AFRICAN CATTLE TO LIVERPOOL

The Government of the Union of South Africa has made public its decision to experiment in encouraging the sending of South African fat cattle to England during the period when shipments from northern countries are small, says United States *Commerce Reports*. The importation of cattle at Liverpool from the United States, Canada, and Ireland generally takes place from August to April. At the present time a consignment of 350 fat cattle is on its way from farmers in Southwest Africa and these cattle are, it is understood, to be slaughtered immediately on arrival at Liverpool.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND SEVEN MONTHS ENDED APRIL, 1920, 1921, 1922 and 1924; WITH UNITED STATES TARIFF RATES IN FORCE  
(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS.)

Commodities	Month of April				Seven Months ended April			United States Tariff Rates in force		
	1921		1922		1920		1921		1922	
	1920				1920		1921		Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922
<b>Animals (except for improvement of stock).—</b>										
Cattle.....	6,800	15,531	2,346	7,573	316,277	198,266	110,292	81,890		
Horses.....	278,368	40,482	265,066	28	27,696,077	14,103,323	2,043,323	2,910,835	Free	30 p.c.
Poultry.....	39,374	88	18,063	3,585	280,844	327,632	1,301	150,282	10 p.c.	(a)
Sheep.....	4,016	8,680	6,228	10,077	496,099	564,442	565,096	460,470	10 p.c.	(b)
	4,989	10,097	6,098	7,526	512,471	637,930	561,432	412,131	1 c. per lb.	3c. per lb.
	63	272	25	24	1,471,950	1,095,472	325,102	126,412	Free	(c)
<b>Fruits—</b>										
Apples, green or ripe.....	20,509	32	1	2	237,711	12,051	383,308	44,006	30c. per bush.	25c. per bush.
Apples, dried.....	54,584	228	4	7	817,460	60,806	2,000,704	208,502	1c. per lb.	2c. per lb.
Berries, fresh.....	123,556				93,775	28,874	76,092	60,888	4c. per qt.	1c. per lb.
<b>Grains—</b>										
Barley.....	14	10	12,581	183	62,176	193	16,625	102,178	15c. per bush.	15c. per bush.
Beans.....	36	22	9,066	192	80,492	257	12,167	54,669	15c. per bush.	20c. per bush.
Buckwheat.....	1,208		6,922	87	4,377	2,723	4,143	11,171	25c. per bush.	\$1.20 per bush.
Oats.....	6,207		3,583	31,503	21,969	11,056	33,086	398,476	Free	10c. per 100 lbs.
Pears, whole.....	27,704	18,324	6,810	23,408	118,229	219,949	85,722	259,470	Free	
Pears, split.....	558,835	304,386	7,522	169,241	2,070,340	1,482,390	1,631,399	1,121,848	6c. per bush.	15c. per bush.
	549,696	177,852	98,636	70,300	2,607,001	803,368	780,348	536,352	6c. per bush.	60c. per bush.
	4,025	11,625	6,348	5,801	327,456	35,553	340,484	364,771	10c. per bush.	60c. per bush.
	26,289	34,421	21,199	11,016	27,452	14,455	2,016	20c. per bush.	20c. per bush.	75c. per bush.
	4,750	5,762	1,672		30,788	10,202	83,180	48	Free	15c. per bush.
	16,116	6,339	1,678		44,789	48,292	88,291	17,754,009	35c. per bush.	30c. per bush.
	32,794	8,628	1,678		677,787	43,601,009	9,275,410	16,432,018	Free	15c. per bush.
	17,852	3,003,452	14,391	234,283	2,260,126	92,089,524	10,391,287	1,855,264	10 p.c. or free	15 p.c.
	45,677	5,290,301	19,017	250,697	5,362,386	11,756,156	2,918,776	820,043	20 p.c.	78c. per 100 lbs.
<b>Grain Products—</b>										
Bran, shorts and middlings.....	2,400	63,467	4,696	156,919	282,074	763,953	269,576	1,955,264	10 p.c. or free	(d)
Wheat Flour.....	6,043	73,138	8,522	178,620	638,774	1,261,506	270,529	2,963,962	10 p.c. or free	15 p.c.
	95	92,782	62,732	8,984	27,681	1,191,235	476,408	18,913	Free	(e)
	1,235	892,784	408,155	44,388	318,547	11,756,156	2,918,776	820,043	20 p.c.	78c. per 100 lbs.
<b>Meats—</b>										
Bacon, hams, shoulders and sides.....	571	219	7,073	425	7,073	2,312	573	3,987	Free	(f)
Beef, fresh, chilled or frozen.....	15,823	7,746	4,668	13,394	185,009	84,335	26,726	80,714	25 p.c.	2c. per lb.
	32,324	15,868	13,048	13,323	228,818	163,661	1,307,246	82,905	Free	3c. per lb.
	704,298	250,583	158,249	166,409	3,863,223	2,401,160		1,056,426	Free	



Mutton and lamb, fresh, chilled or frozen.....	Cwt.	2,867	317	1,109	43,179	40,634	55,889	7,345	2c. per lb.	(e)
Pork, fresh, chilled or frozen.....	Cwt.	69,154	7,266	14,557	956,487	1,036,487	944,448	174,876	Free	
Pork, dry-salted and pickled.....	Cwt.	19,404	663	170	1,291	5,271	5,389	8,801	2c. per lb.	
Poultry, dressed or undressed.....	Cwt.	35	17,381	6,598	147,697	193,988	182,262	182,689	25 p.c.	
Other meats, including canned meats, but excluding extracts.....	Cwt.	482	.....	.....	3,553	692	331	.....	2c. per lb.	
Milk and milk products—									2c. per lb.	
Butter.....	Lb.	2,888	17,378	10,161	113,723	478,070	694,955	143,535	2c. per lb.	
Cheese.....	Lb.	1,673	1,579	1,074	19,239	12,476	6,502	7,531	25 p.c.	
Cream.....	Gal.	32,481	26,173	21,205	283,629	214,209	82,150	119,141	Free	
Milk, fresh.....	Gal.	538,592	41,951	485	7,472,241	1,544,204	2,626,162	4,720,421	6c. per lb.	
Milk, condensed, including milk powder.....	Lb.	314,998	8,006	207	1,942,220	757,411	925,318	1,960,985	2½c. per lb.	
Seeds—									23 p.c.	(h)
Clover seed, alsike.....	Bush.	23,633	91,660	35,262	3,345,362	278,450	3,212,282	182,900	Free	
Clover seed, alfalfa and red.....	Bush.	792	1,140	16	388,469	78,543	106,610	123,178	20 p.c.	
Clover seed, other.....	Bush.	861	25,461	10,011	45,862	80,308	80,883	143,478	3c. per gal.	
Flax seed.....	Bush.	3,746	90,358	44,087	796,502	325,603	1,181,310	2,886,701	20c. per gal.	
Grass seed.....	Bush.	18,979	67,728	29,932	453,078	871,660	2,691,883	4,077,025	2c. per gal.	
Vegetables—									2c. per lb.	
Potatoes.....	Bush.	1,019,302	273,419	158,642	2,196,926	1,807,866	2,691,883	4,077,025	30c. per bush.	
Sugar beets.....	Ton	2,781,169	125,306	77,215	29,717	79,734	65,998	54,939	Free	
Turnips.....	Bush.	41,102	18,798	25,048	100,353	163,609	269,667	120,315	Free	
Miscellaneous Products—									25c. per bush.	
Eggs.....	Doz.	6,205	4,903	2,361	4,640,990	2,061,215	1,379,060	386,463	50c. per 100 lbs.	
Hay.....	Ton	2,821	1,526	629	7,859,115	1,572,056	952,482	413,702	Free	
Maple sugar.....	Lb.	368,402	93,066	3,375	70,235	103,175	63,151	61,965	5 p.c.	
Tallow.....	Cwt.	3,583	12,046	15,872	1,963,273	1,641,028	1,571,732	577,209	15 p.c.	
Wool.....	Lb.	1,232	2,637	2,756	894,009	394,658	427,957	583,759	Free	
Total value of above commodities.....	\$	5,681,539	8,328,534	1,266,698	72,506,615	138,845,815	32,107,897	43,285,012	Free	

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent. (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Since April 6, 1924, 42c. per bush. (e) Since April 6, 1924, 7½ per cent. at val. (f) Since April 6, 1924, \$1.04 per 100 lbs. (g) Mutton fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. but not less than 23 per cent. (h) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (i) Dutiable at various rates. See Commercial Intelligence Journal No. 974, Sept. 30, 1922, pages 516-7.

## INDIAN MARKET FOR RUBBER GOODS

TRADE COMMISSIONER H. A. CHISHOLM

### GENERAL CONSIDERATIONS

Calcutta, April 14, 1924.—*Volume of Trade.*—According to statistics of the Government of India, the total value of manufactured rubber goods imported into India during the fiscal year 1922-23 amounted to 6 million dollars, as compared with a value of 5 million dollars during the previous fiscal year, a war average of 3 million dollars, and a pre-war average of less than a million dollars. During the eleven months ending February, 1924, manufactured rubber goods to a value of 154 lakhs\* of rupees, or about \$4,800,000, were imported. Of this total 92 lakhs of rupees represented motor tires of all kinds, 14½ lakhs of rupees tubes for motor tires, 19 lakhs bicycle tires and tubes, and 28½ lakhs of rupees other manufactured rubber goods excluding apparel and footwear.

*Climate.*—The Indian climate is a persistent enemy to manufactured rubber. It appears that the intense sunlight has the effect of gradually turning rubber brittle. Some tires which had been kept in a warehouse in Calcutta for over a year were found to be so brittle that they actually cracked like glass when they were dropped on a cement floor. This means in India that only very limited stocks of rubber goods can be kept, and that such stocks should generally be turned over within a period of three or four months after arrival. Any apparatus designed to last a number of years in India should not contain rubber. Very few reliable general import merchants in India will touch rubber goods for this reason. They do not wish to take a chance on deteriorated stocks remaining on their hands. It is found therefore that, as a general rule, the foreign manufacturer who wishes to put his goods on the Indian market and to keep them there must himself undertake all the expense and risk either in sending goods out on a consignment basis to agents or in maintaining his own branch organization on the spot.

*Local Manufacture.*—During the post-war period several attempts were made to establish factories for the manufacture of rubber goods in India, but it appears that none of these have met with any degree of success. One factory at Bombay is turning out in a very small way such products as carriage tires, valves, tubes, sheets, etc.

### THE TIRE TRADE

*Sources of Supply.*—Before the war the Indian market was practically monopolized by a well-known British and a German tire. During the war European tires become very difficult to secure and many brands of American tires were imported. The feature of the Indian tire market after the war has been the growth of the famous French tire, the Michelin. It is estimated that at the present time between 30 per cent and 40 per cent of India's total tire imports are Michelin. Goodyear and Dunlop are next in importance and between them account for about another 30 per cent of the total tire imports. The remaining 20 to 30 per cent of the motor tire business is divided amongst several other British, Continental, and American tires, including the Firestone, Pirelli, Continental, Goodrich, Henley, Silvertown, Bergougnan, Dominion, Spencer Moulton, Avon, etc. Tire dealers seem to be unanimous in the opinion that the Michelin is the only concern making any profit in the tire business in India. Tire prices have been cut so fine that English and American tires cannot on the whole be sold at a profit. At the same time it is considered that Michelin tires could be sold at several per cent below their present prices and still show a profit.

\* A lakh of rupees is equal to about \$31,000.



Official statistics give motor tire imports into India for the last three years as follows, with the value in lakhs of rupees:—

	12 mo. end. Mar., 1922		12 mo. end. Mar., 1923		11 mo. end. Feb., 1924	
	No.	Lakhs of rupees	No.	Lakhs of rupees	No.	Lakhs of rupees
From United Kingdom .. . . .	37,416	29.50	43,675	28.27	54,788	32.00
" France .. . . .	31,097	22.14	47,520	34.29	51,386	29.22
" Italy.. . . .	15,493	11.50	10,351	7.00	2,039	1.13
" *Canada .. . . .	943	0.62	10,827	6.52	8,448	4.53
" United States .. . . .	22,325	20.50	25,514	17.48	23,187	12.17
" *Germany .. . . .	5,703	4.44	6,845	4.79	15,203	9.87
Total .. . . .	127,587	95.84	157,807	106.60	161,064	92.18
Motor tire tubes .. . . .	137,582	14.11	154,631	16.09	169,211	14.45

\* For 11 months only.

Note.—A lakh of rupees is equal to about \$31,000.

The above figures cannot be taken as entirely correct, because Indian Customs collectors in compiling their returns often take into account not the countries of origin of imported goods but the ports of ocean shipment. Thus many shipments of Canadian goods through New York are credited to the United States, and shipments of German goods through London to the United Kingdom, or through Antwerp to Belgium. Nevertheless, the above figures are probably some 75 per cent or 80 per cent correct. The United Kingdom and France probably each supply around 30 per cent of India's total motor tire imports, the United States and Canada 20 per cent, and Germany, Italy, and Belgium the remainder.

The following figures compiled from ships' manifests give the imports into the port of Calcutta during 1923 of the leading makes of tires. According to these figures some 40 per cent of the tire imports into the port of Calcutta during 1923 were Michelin, with Goodyear second and Dunlop third.

Make	Solid Tires	Covers	Tubes	Invoice value in Rupees
Firestone.. . . .	791	2,264	722	3,56,648
Michelin .. . . .	...	23,733	24,921	23,25,348
Goodyear .. . . .	350	11,493	8,349	10,04,922
Dunlop .. . . .	350	10,609	6,913	8,26,956
Pirelli .. . . .	12	1,453	836	1,36,616
Henley .. . . .	425	898	1,092	1,34,360
Goodrich .. . . .	145	1,609	401	1,20,464
Bergougnan .. . . .	...	2,309	768	1,06,655
Bates .. . . .	...	....	....	86,000
U. S. Rubber .. . . .	...	....	....	40,000
Total .. . . .	2,523	60,932	51,584	54,50,144

*Methods of Operation.*—Most of the motor tires sold in India are marketed through branch organizations maintained in the country by the manufacturers themselves. The "big three" in the Indian tire trade—i.e. Michelin, Dunlop, and Goodyear—each maintain in India an expensive organization of their own conducted by their own men from home. Dunlop have their own head office for India in Bombay and branches in Calcutta, Madras, Colombo, Rangoon, and Delhi. Goodyear have a similar organization, with head office in Calcutta, managed by one of their own men from Akron, Ohio. Michelin maintain their own factory representatives in India to direct sales, but they have arranged with a prominent British merchant house with extensive ramifications throughout India to do their stocking and warehousing. One American tire manufacturer has an arrangement whereby he sells for cash to a local British firm of motor car importers, who in turn maintain their own tire sales organization on their own financial resources. This is not working out satisfactorily for the local firm, who claim that they are losing money on their tire business. Several

English and Continental makes of tires are imported into India on a consignment basis. That this method is not successful is evidenced by the very small Indian business of these tire manufacturers as compared with those maintaining their own organizations.

On the whole, it is preferable for a tire manufacturer to remain out of this market if he has to ship here on a consignment basis, as several American tire manufacturers have found to their cost. It is next to impossible to find a first-rate firm willing to import tires on any basis. On the other hand, there are hundreds of small native firms prepared to tumble over themselves to get into touch with a foreign tire manufacturer willing to ship on a consignment basis. There is probably no tire manufacturer in the world at the present time, however, foolish enough to ship to the average Indian dealer on these terms.

After tires are received into stocks in Calcutta, Bombay, and Madras, the next step is distribution to the small native dealers throughout the country. These dealers stock only a very few tires and tubes of each standard size, a few tins of petrol, and some cheap accessories. Their shop usually consists of little more than a hole in the wall or a small hut and their overhead might total five to ten dollars a month, while they operate on a profit margin of from one to two per cent on their tire turnover. Some of the more reputable of these dealers are able to maintain credit from the tire companies, but the latter try to operate as far as possible on a cash basis, the procedure being something as follows: A young Indian with a few hundred rupees decides to go into the tire business. He acquires his modest hut and buys for cash from one of the leading tire companies—perhaps one or two tires in each of the standard sizes. As soon as he sells, say, his one 815 by 105 tire, he sends to the local branch of the tire company the cash for its replacement. Tires and tubes thus remain for only a few days or at most a few weeks in the hands of the dealer. Loss from deterioration is reduced to a minimum, as the average tire imported by a firm like Dunlop or Michelin now gets into the hands of the motorist in from one to two months after its arrival in India. Naturally the motoring public has more confidence in a tire of this description than in an unknown tire which may have been in the country for six months or more.

*Sizes and Discounts.*—The following are the standard sizes, list prices, and discounts of tires at present being marketed in India:—

### *A European Tire*

Millimetre sizes	Beaded edge covers (cord)		Tubes	
	Rs.	As.	Rs.	As.
760 x 90 .. .. .	87	4	13	12
765 x 105 .. .. .	107	0	17	12
815 x 105 .. .. .	115	0	18	12
820 x 120 .. .. .	144	0	21	10
880 x 120 .. .. .	157	0	23	0

Discounts to authorized dealers—25 per cent, 14 per cent, 3 $\frac{3}{4}$  per cent and 3 per cent.

### *An American Tire*

Inch sizes	Covers (Non-skid)		Tubes	
	Rs.	As.	Rs.	As.
30 x 3 $\frac{1}{2}$ Clin. .. .. .	75	0	13	8
31 x 4 Clin. .. .. .	106	0	15	8
32 x 3 $\frac{1}{2}$ S.S. .. .. .	87	0	15	0
32 x 4 Clin. .. .. .	125	0	17	9
32 x 4 $\frac{1}{2}$ S.S. .. .. .	162	3	21	0
34 x 4 $\frac{1}{2}$ S.S. .. .. .	175	11	22	5

Discounts to authorized dealers—25 per cent, 16 per cent and 3 $\frac{3}{4}$  per cent.

Note.—A rupee is equal to about 31 cents.



*Cord Tires.*—Cord tires are becoming more universally favoured by the motoring public of India, as it has been found that they give much better service and are more economical in the long run. Balloon tires have not yet made an appearance in India.

*Solid Tires.*—The business in solid tires, lorry type, amounts to only some 4 per cent or 5 per cent of the trade in pneumatics. For example, during 1923, while 61,000 pneumatics for motor cars were imported into Calcutta, only 2,523 solid tires were entered. The solid tire business is almost equally divided between English and American companies. The largest individual sales in Calcutta last year were of Firestone solid tires and constituted 30 per cent of the total sales of solid tires, while most of the remaining business was done by Goodyear, Dunlop, Henley, and Goodrich. Michelin do not sell solid tires in India. It is said that the absence of Continental competition in solid tires is making this branch of the business in India profitable. One American company selling both pneumatics and solids in India is losing money on the pneumatic business and making good profits in solid tires. The standard sizes in use in India are S.S. 34 by 4, 34 by 5, 35 by 5, 36 by 6.

*Bicycle Tires.*—The total imports of bicycle tires into India last year amounted in value to over \$600,000, divided between English and Continental manufacturers. Very cheap German tires have recently been coming in in large quantities.

*Carriage Tires.*—There is a considerable business in small solid tires for horse vehicles. This type of tire weighs on the average one pound per lineal foot, and English firms are landing this tire in Calcutta at around Rs. 1/6/- or 40 cents per foot. One American tire manufacturer has recently broken in on this market and is selling about 10,000 feet per month.

*Advertising.*—In the case of Dunlop, Goodyear, and Michelin, all the advertising is done by the head office representatives in India and the expense is borne altogether by the manufacturers. In one case where the local importer buys direct from the manufacturer, advertising and promotion expenses are divided equally by the importer and by the manufacturer on a basis of 4 per cent of the total annual sales. That is, if last year's sales amounted in value to \$200,000, the manufacturer would contribute \$4,000 and the importer \$4,000 to advertising expenses. Where the manufacturer ships on a consignment basis, his advertising is usually confined to sending out placards and pamphlets which he hopes the consignee will distribute to good advantage.

Tire advertising in India is conducted through the medium of daily newspapers, street hoardings, the distribution of pamphlets, blotters, desk weights, etc. In order to establish a market in India it has been found quite satisfactory to advertise in the leading English dailies published in India. This advertising carries prestige with the native dealers and the Indian motoring public. It is said that advertising in the Indian vernacular press is of little value. Each dealer should be generously supplied with attractive signs, placards, and favours.

#### MECHANICAL RUBBER GOODS

*Belting.*—Efforts are now being made by two or three manufacturers, notably American, to introduce rubber belting into the mill trade in India. This is very slow pioneer work as, apart from the fact that the engineers in charge of mechanical operation in the mills nearly all served their apprenticeship in Dundee, where rubber belting is practically unknown, there is a natural disinclination toward substituting an unknown belting of a strange substance for a leather or cotton belting that has given reasonable satisfaction for many years. Although little progress has been made in the great cotton and jute mills, some

flour mills and woodworking plants are trying out rubber belting. If these trials prove to be satisfactory, the uses for rubber belting in India will undoubtedly extend. For the present, it is impossible to say whether rubber belting is on the whole adaptable to Indian conditions.

*Rubber Hose, Brake Fittings, etc.*—The railways of India use considerable quantities of this class of rubber goods. Their supplies are indented for, and certain brands of English hose, brake fittings, etc., are usually specified. Stocks of these supplies are maintained in India by such English manufacturers as Henley, Leyland & Birmingham Rubber Co., and the Northern Rubber Co. As English railway equipment and practice is followed in India, it is improbable that such equipment as brake fittings and coupling washers would be purchased outside the United Kingdom. Rubber hose manufactured in the United States has been sold to the railways. Large quantities of hose are used by the railways for washing down the third-class carriages, of which nearly a million are in operation on Indian railroads. As far as hose is concerned, the Indian railways purchase the cheapest, consistent with durability. Stocks must, however, be maintained in India.

There are several large retail and wholesale hardware establishments in India which sell fair amounts of domestic hose. The average residence in India occupied by the middle to upper class Indian or European family is surrounded to a greater or less degree by lawn and garden which during the dry hot weather requires constant watering. In the cities the gardener does this by means of a garden hose. This hose is purchased at the hardware shops, and the consumer is concerned not with the brand of the hose but with price and quality. He probably buys the hose recommended by his shopkeeper. At the same time the retail hardware establishment does not usually carry hose stocks but buys its supplies when needed from stocks maintained in Calcutta by the manufacturers.

*Roofing.*—There are many patented rubber composition and similar roofings well established in India. This business is thoroughly organized by trained experts from the home factory working usually through some established merchant or distributing house. A staff of workmen must also be collected and trained in laying such roofing. The introduction of a new roofing would require the expenditure of considerable sums in promotion, advertising and in laying down stocks.

#### SURGICAL GOODS AND DRUGGISTS' SUNDRIES

Although chemists prefer to purchase this class of goods from stocks in the country, nevertheless they import a proportion of their requirements direct from the manufacturer or jobber abroad. The demand for this class of goods is not seasonal and continues in steady volume throughout the year. Durability rather than price is the main factor, and it is generally found that customers act on the advice of their chemists in this respect. It is therefore essential that the chemist himself be impressed with the durability of such rubber surgical and other goods as the manufacturer wishes to sell him.

Rubber goods sold by chemists in India may be grouped in order of their importance as follows:—

*Hot Water Bottles, Tubing, Ice Caps, Ice Bags.*—Hot water bottles of British manufacture are preferred to all others, as it is claimed that they are more strongly made, particularly in the seams. The square shape and dull finish of the British article is preferred to the oblong shape and glazed finish of the American water bottle. The most popular size is 10 inches by 14 inches. Landed cost of British bottle is Rs. 4/6 or about \$1.35. The "Parex" white bottle sells well, the large size retailing at Rs. 8/8 or about \$2.65.



Most of the tubing stocked by the important chemists is standard British  $\frac{1}{4}$ -inch black, landed cost about 28 cents per yard. Cheap Italian and German tubing is also on the market and can be purchased from the manufacturers at prices of from 8 to 15 cents per yard. This is said to be poor stuff, and perishes within a few months.

There is a heavy demand for ice bags throughout India for fever patients. These are usually not of first class quality and perish quickly. The average retail price would be in the vicinity of one dollar. Price is the main consideration as far as ice bags and ice caps are concerned.

*Rubber Gloves, Bandages and Air Cushions.*—The average landed cost of standard size surgical gloves is about \$1.10 per pair and the retail price would average about \$1.70 per pair. A thin but durable glove is in demand. Quality since the war has been generally unsatisfactory, although one Canadian-made glove recently introduced is giving every satisfaction. There is very little demand for household gloves as there are several servants on the establishments of the average Indian or European household. The best selling line of bandage is British in a 3-inch width, perforated,  $7\frac{1}{2}$  feet to 10 feet in length and packed in cartons. The trade in air cushions is not large, one of the large chemists' establishments in India not selling more than one a day on the average.

*Douches, Sprays and Analagous Goods.*—Most of this class of goods is either British or French and of good quality. There is a fair turnover in these lines in the European shops and the business is said to be quite profitable.

*Sponges, Stoppers, Teething Rings, etc.*—Only important item here is that of sponges. The most popular sponge is said to be the "Sorbo" retailing at an average price of 75 cents.

*Footwear.*—Canvas-topped, rubber-soled low tennis shoes are almost universally used by the average European and by a growing proportion of the educated Indians. The European will buy a good-quality expensive shoe, but the average Indian will not pay more than a dollar for an athletic shoe. If he can secure one cheaper than that he will generally do so. In the last three years there has been a remarkable increase in the importation into India of shoes of "material other than leather" which means for the most part canvas and rubber soled shoes. During the eleven months ending February, 1922, only 65,000 pairs of this class of footwear were imported; during the eleven months ending February, 1923, this number had increased to 231,000 pairs, and for the eleven months ending February, 1924, to 494,000 pairs, valued at a little over \$300,000. Most of these increased imports were from Continental Europe and China, and represented for the most part shoes whose landed cost probably did not exceed 50 or 60 cents per pair. An aggressive sales policy is now being pursued by the Indian sales offices of two American companies which have large factories in Canada, and considerable success is being achieved in the introduction of made-in-Canada athletic footwear of first-class quality. Only the most persistent personal canvass of the market is making success possible. As this class of shoe is sold on a quality basis, it is almost impossible for a Canadian or other foreign manufacturer unrepresented in India to secure an agent who will make the necessary selling effort. Pioneer sales work in India for goods not sold on a price basis must nearly always be conducted by the manufacturer's own organization on the spot or by one of his salesmen working through a well-established British Indian firm. There is a slight demand in some of the hill stations in India for goloshes, but this trade is hardly of sufficient proportions to warrant any manufacturer making an effort to secure it.

*Rubber Waterproof Clothing.*—Imports of these goods in 1923 amounted in value to only about \$50,000, a trade that was almost all British. Rubber sheeting and rubber coats are used extensively by Europeans in India, especially in

the hill stations where there is a good deal of heavy rain. On the other hand, the Indian uses an umbrella rather than a waterproof coat. Retail shops report that they sell a considerable number of unlined rubber cloth rain coats at about nine to ten dollars each. Buyers seem to prefer a low-priced rubber coat of this description which will probably last only one year to the more dressy high-priced waterproofs. There appears to be no manufacture of rubber apparel in India. Some local textile mills are turning out a canvas cloth chemically treated to render it waterproof, which appears to be used in making cheap coats for servants' wear retailing at the low average price of about four dollars each.

*Conclusion.*—At the present time Canada is probably securing a share of Indian imports of rubber goods equal to that of the United States. Both the Goodyear and the United States Rubber Co. have adopted a policy of supplying to a large extent the Indian market not only for pneumatic tires but also for footwear and other rubber manufactures from their Canadian plants. Two or three independent Canadian manufacturers of rubber goods have made small shipments to India, but success would appear doubtful unless the factory were directly represented in India. It is the considered opinion of the writer that Canadian manufacturers of rubber goods should make shipments to the average Indian importer only on a cash basis. There are exceptions of course, and if a British or Indian merchant of unquestioned reliability should place an order, the writer would advise shipment to such a firm even on a consignment basis. No Canadian manufacturer unrepresented in this country should ship to any firm in India not favourably reported on by this office. Several Canadian exporters have dropped money on shipments to India when such loss could have been easily avoided by obtaining the advice of this office *before* shipment. The writer could give quite a long list of small Indian concerns very anxious indeed to import rubber goods from Canada, but their keenness soon disappears when even 10 per cent cash with order is suggested. On the other hand, it is extremely difficult to find a thoroughly reliable and well-established firm willing to even consider taking an agency for rubber goods, and more particularly tires. Such a firm argues that in view of the fact that several of the world's foremost manufacturers of rubber goods maintain their own branch organizations in India manned by trained men from home, and that very few of these manage at the present time to more than break even on their Indian business, it is highly improbable that there is any profit in the business for the average merchant. A small amount of sound business has been secured through this office for miscellaneous made-in-Canada rubber goods, and it is hoped that this trade will grow in volume, but it would be false optimism, however, to assume that the Indian market presents any great opportunity for a Canadian manufacturer unless he is prepared to establish his own sales organization on the spot. Even then such a venture would probably show a loss during the first two or three years of operation.

### BOLIVIAN BUSINESS CONDITIONS

During the early months of the present year there has been a general improvement in Bolivian business conditions. The mining industry is flourishing, especially that of tin, of which the country is one of the largest producers in the world. There have been increases in exportations of zinc, lead, and antimony, but copper does not share in the flourishing condition of the mining industry generally, which during last year purchased more machinery than in any former year. The rubber industry continues depressed. The construction of three railways is going forward, involving a very heavy drain on the finances of the country, and other undertakings, which will make for the development and prosperity of Bolivia, are the construction of an automobile road from Todos Santos to Cochabamba, and important public works in various cities.



## BASKET AND FRUIT PACKAGE REQUIREMENTS IN THE BRISTOL AREA

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, May 7, 1924.—Fruit packages of Canadian origin, particularly berry boxes or punnets in pint or quart sizes, also till fruit boxes, were imported into England before and during the early years of the war. In common with other lines this trade was later cut completely off owing to war conditions. The trade is now entirely controlled from Dutch, Belgian and English sources, with the tendency of Dutch and Belgian houses to undersell their English competitors.

### GOOD APPEARANCE A STRONG SELLING FACTOR

The eye is the real purchaser in the majority of fruit transactions. Fruits packed in packages partially crushed, dirty or ill shaped will obviously suffer in comparison with that which is attractive to the eye. To quote one importer, "a poor-looking package may contain the best fruit, but the average buyer will take a chance upon the contents of the package which looks the best. Packing must be studied to secure the highest price. Attractive packages are a necessity, not a whim."

### TYPES AND PRICES OF POPULAR PACKAGES

*Punnets or Berry Boxes.*—The Canadian berry box is called a "square punnet" on the English market, and is made of white wood, entirely free from taste or smell, and should be uniform in size and shape. Another popular type is the round punnet which the English dealers consider has many advantages over the other sorts. They nest very well, save greatly in storage space, and are considerably stronger and cheaper. Both round and square packages come in sizes of  $\frac{1}{2}$ -pound, 1-pound shallow or full,  $1\frac{1}{2}$ -pound and 2-pound. In round punnets 3- and 4-pound sizes also are used. Prices for English lines, free delivered Bristol, cash discount  $2\frac{1}{2}$  per cent, are as follows (English currency has been converted at \$4.45 to the pound sterling):—

#### Square

$\frac{1}{2}$ -lb., 5 in. by 2 in. . . . .	\$1 05 per gross
1-lb., full $5\frac{1}{2}$ in. by 3 in. . . . .	1 10 "
2-lb., $7\frac{1}{2}$ in. by 3 in. . . . .	1 78 "

#### Round

$\frac{1}{2}$ -lb., 5 in. by $1\frac{1}{2}$ in. . . . .	\$1 05 per gross
1-lb., 6 in. by 2 in. . . . .	1 10 "
2-lb., 7 in. by $2\frac{1}{2}$ in. . . . .	1 78 "
3-lb., $7\frac{1}{2}$ in. by $2\frac{1}{2}$ in. . . . .	2 23 "
4-lb., 8 $\frac{1}{2}$ in. by $2\frac{1}{2}$ in. . . . .	2 89 "

In square punnets the 1-pound "shallow" is  $5\frac{1}{2}$  inches by  $2\frac{1}{2}$  inches. The  $1\frac{1}{2}$ -pound square is  $6\frac{1}{4}$  inches by 3 inches in size.

English prices quoted above are for quantities not less than crate lots, smaller quantities being charged 23 cents per gross extra.

Packing of punnets are seven gross to the crate for  $\frac{1}{2}$ - and 1-pound sizes; five gross for  $1\frac{1}{2}$ -, 2- and 3-pound sizes; and three gross for 4-pound sizes. Cost of crates is included in above quotations.

*Chip Baskets.*—The English chip basket with metal handle which is used for strawberries and raspberries is in 3-,  $3\frac{1}{2}$ -, 4-, and  $4\frac{1}{2}$ -pound sizes. Fitted with a cover, they are suitable in larger sizes, from 6 to 14 pounds, for tomatoes, plums, grapes, and cherries. For raspberries these chip baskets are frequently lined with liquid proof paper, particularly 3's and 4's, at a charge of 25 to 30 cents per gross extra.

Prices for these packages are from 19s. to 21s. (\$4.22 to \$4.68) per gross, for sizes 3 to 4½ pounds. Baskets holding 6 to 7 pounds are quoted at 23s. (\$5.11); 12 to 14 pounds at 38s. (\$8.45). These prices are in all probability shaded for quantity purchases, and are subject to the usual 2½ per cent discount for cash.

*Chip Basket Covers.*—These are quoted separately from the baskets and may be of cardboard or wood. The wood type are veneered and stitched to prevent splitting, and they are no dearer than cardboard and more suitable for the damp climate, as they are unaffected by moisture. They range in price from 89 cents per gross for the 3-pound baskets to \$1.78 for 14-pound baskets. Cardboard covers are quoted at approximately the same price.

*Half-Bushel Baskets.*—A popular type of half-bushel basket is one suitable for shipments of early potatoes, peas, apples, plums, and cherries. It is of thin veneer, round, with flat bottom, which permits the baskets to be stacked any height without injury to the contents. The cover is quite strong and effectively prevents pilfering.

They are found as a rule in 12-, 24- and 28-pound sizes, the latter being a full-size half-bushel. English prices for such types are as follows: \$11.32 per gross 12-pound size; \$18.65 per gross 24-pound size; and \$20 per gross for 28-pound or half-bushel size.

It is understood that Dutch firms are offering types somewhat similar in design at lesser figures.

#### OPPORTUNITY FOR CANADIAN SHIPPERS

The above information has been obtained owing to Canadian inquiries, and as has been pointed out to certain Canadian firms, breaking in on the English market will not prove easy owing to very low ocean freight rates from Holland and Belgium. Undoubtedly Canadian shippers will find their best opportunity in the smaller berry boxes, and such small baskets as will nest comfortably. The types will, of course, have to conform to the requirements of the English market. The ease with which prompt delivery can be made by continental and English manufacturers is a handicap to Canadian firms, as it is manifestly impossible to carry stocks with their heavy warehouse charges at certain distribution ports in England.

The price list of a basket manufacturer at Viymen, Holland, may be obtained on application to the Department of Trade and Commerce, Ottawa, as well as illustrations of the baskets referred to in this report. This list even quotes inland points in England, and is in sterling.

Canadian basket manufacturers desiring to try out this market should give c.i.f. quotations Bristol in sterling with samples. The Bristol office will place these before importing firms, and will appoint agents if desired.

### CANADIAN FELDSPAR AND SCANDINAVIAN COMPETITION

TRADE COMMISSIONER J. E. RAY

Manchester, May 2, 1924.—On several occasions during the last three or four years the writer has undertaken to investigate the source of Great Britain's imports of feldspar, and to ascertain whether it was possible for Canadian feldspar to compete both in quality and in price with the product of Scandinavia, which has so long controlled the British market.

An interview was held yesterday with one of the biggest importers in the Potteries, from whom it was learned that the quality of Canadian feldspar (such as he had analyzed) is quite satisfactory, and the only obstacle to the transaction of business is the non-competitive character of quotations received.



Scandinavian feldspar is now being delivered Manchester at 48s. per 1,000 kilos. The freight rate from the mine to Liverpool is 15s. per ton (2,240 pounds). The Swedish rate of exchange to-day is 16.61 kr. to the £, against 18.159 normal, whilst the Canadian is \$4.45 against \$4.86½ normal.

If Canadian producers are to compete in Great Britain, a much lower freight rate than the one at present ruling will be necessary. The shipowners carrying feldspar between Scandinavia and Great Britain apparently quote a low freight rate because they use the feldspar as ballast. If Scandinavian competition can thus be met, there is a big market procurable.

**THE TIMBER MARKET OF CHINA**

TRADE COMMISSIONER J. W. ROSS

Shanghai, April 15, 1924.—China has now become one of the three great markets for Pacific Coast softwood timber, along with Australia and Japan. China itself does not produce any merchantable timber of any account, either in size or quality sufficient to meet the demands of modern construction, although a considerable quantity of small timber is still obtained from Fukien Province in South China. This business is centred at Foochow, and the product is known as Foochow poles, which are shipped on native junks in large quantity to Formosa and other China ports, including Shanghai, where they are used in constructing native houses, sheds, and out-buildings. This Foochow timber, however, is not of sufficient size or strength for buildings or other structures of any importance. In addition to the above supply, a large amount of bamboo is brought from south China to the northern ports. Bamboo is a rapid-growing plant or tree, which, when cut down, grows other shoots from the same root, and in three or four seasons attains a sufficient size to be cut, when another shoot or shoots start to grow, thus securing a constant supply of this valuable wood, which is in demand for a variety of purposes.

**TOTAL IMPORTS OF SOFTWOOD TIMBER**

Total imports of softwood timber into China for the three years 1920, 1921, 1922 were as follows:—

1920 .....	Board feet	209,402,400
1921 .....	"	126,380,268
1922 .....	"	233,684,895

This classification includes Douglas fir and other Canadian softwoods, Oregon pine, Japanese and Siberian pine, etc.

The figures above given are considerably in excess of those of ten years ago, and show a continuous growth of the timber trade of China, due to an expansion of industrial enterprises throughout the country and the adoption of modern methods in buildings and other construction. Below are shown figures for the amount of timber imported from each of the different countries for the three years.

**ORIGIN OF IMPORTS**

	1920 Board Feet	1921 Board Feet	1922 Board Feet
United States .....	123,504,242	88,348,116	142,012,899
Japan and Korea .....	69,234,351	24,767,221	42,546,401
Russian Siberian frontier .....	1,072,290	782,306	3,503,699
Russian Pacific ports .....	241,349	1,879,752	17,475,541
Canada .....	15,010,859	10,076,892	27,178,052
All other countries .....	339,312	525,581	967,156
Total .....	209,402,401	126,380,268	233,684,896

From the above it will be seen that the United States furnished in the three years 60 per cent or over of the total imports of softwood timber to China. Canada improved its position by nearly 100 per cent in 1922, but the Dominion is still considerably under Japan and Korea, which countries continue to furnish a low grade of pine timber to this country in fairly large quantities each year.

#### IMPORTS FROM CANADA

Going back further into the timber trade of China for the ten years 1913 to 1922 inclusive, the following table shows the amount supplied by Canada in each year compared with the total imports:—

	Total Imports Feet	From Canada Feet
1913 . . . . .	166,619,806	Nil
1914 . . . . .	199,703,533	129,915
1915 . . . . .	83,175,321	2,841,615
1916 . . . . .	224,404,051	1,803,426
1917 . . . . .	77,959,753	9,958,007
1918 . . . . .	103,897,912	8,443,751
1919 . . . . .	123,392,769	12,413,653
1920 . . . . .	209,402,401	15,010,859
1921 . . . . .	126,380,265	10,076,892
1922 . . . . .	233,684,896	27,178,052

From the above it is to be noted that since 1917 Canada has obtained a fair share of the trade, and that its quota in 1922 greatly exceeded the amount furnished in any other previous year, and there would appear to be no reason why this annual increase should not continue. The total value of all softwood timber imported into China in 1922 was Hk. taels 8,302,687, equalling \$6,891,170 United States currency. Imports from Canada in the same year were in value Hk. taels 996,647 or \$827,217 United States currency.

#### PORTS OF ENTRY

By far the greatest portion of the timber imported into China enters the country through the port of Shanghai, where all the large dealers have their own yards and docks for the rapid unloading and storing of cargo. The following are the ports where direct shipments are received, with the quantities entered (in board feet) in 1922, respectively: Shanghai, 137,927,538; Hankow, 5,010,519; Tsingtao, 23,347,951; Tientsin, 21,938,247; Chingwantao, 8,982,739; Nanking, 3,781,079; Ningpo, 927,410; Antung, 19,769,901; Dairen, 1,914,722; Harbin District, 4,273,967.

Imports into Antung and Dairen were mostly Japanese timber, and into Harbin, Siberian wood. The large amount entered at Tsingtao was probably nearly all of Japanese origin.

#### QUALITY OF TIMBER IN DEMAND—"CHINA GRADE"

The softwood timber demanded by the China market is not of the highest quality, but is known as "China grade," comprising a certain percentage of marketable timber and the balance of No. 2. The term "China grade" is well known to shippers of timber in the United States and also presumably by those in the trade on the Pacific Coast of Canada.

A considerable quantity of heavy timber, principally from Japan, still comes here in the form of billets, or logs squared in the rough direct from the forests. These are meant to be worked up into building material by hand by native workmen. United States timber almost entirely consists of heavy squared beams, planks and bridge timber, as well as boards of various lengths, breadth and thickness. Very little dressed timber is imported, for the large timber dealers each have their own planing mills, where siding, flooring and other classes of timber can be dressed as desired.



The following is an average indent for a shipment of 2,500,000 square feet of Oregon pine for the China market:—

Thickness	Width	Length	Quantity
1 inch	x 6 inches	16 to 32 feet	250,000 sq. ft.
1 "	x 12 "	"	50,000 "
1½ "	x 12 "	"	100,000 "
2 inches	x 8 "	"	100,000 "
2 "	x 10 "	"	50,000 "
2 "	x 12 "	"	100,000 "
2½ "	x 12 "	"	50,000 "
3 "	x 6 "	"	50,000 "
3 "	x 8 "	"	25,000 "
3 "	x 10 "	"	50,000 "
3 "	x 12 "	"	100,000 "
4 "	x 6 "	"	25,000 "
4 "	x 8 "	"	25,000 "
4 "	x 10 "	"	25,000 "
4 "	x 12 "	"	50,000 "
2 "	x 10 "	33 to 40 feet	50,000 "
2 "	x 12 "	"	100,000 "
2½ "	x 12 "	"	25,000 "
3 "	x 6 "	"	50,000 "
3 "	x 8 "	"	25,000 "
3 "	x 10 "	"	50,000 "
3 "	x 12 "	"	100,000 "
4 "	x 6 "	"	25,000 "
4 "	x 8 "	"	25,000 "
4 "	x 10 "	"	25,000 "
4 "	x 12 "	"	25,000 "
6 "	x 6 "	24 to 32 feet	50,000 "
6 "	x 8 "	"	25,000 "
6 "	x 10 "	"	25,000 "
6 "	x 12 "	"	25,000 "
8 "	x 8 "	"	25,000 "
10 "	x 10 "	"	50,000 "
12 "	x 12 "	"	200,000 "
14 "	x 14 "	30 to 40 feet	25,000 "
16 "	x 16 "	"	25,000 "
18 "	x 18 "	"	25,000 "
6 "	x 6 "	33 to 40 feet	50,000 "
6 "	x 8 "	"	25,000 "
6 "	x 10 "	"	25,000 "
6 "	x 12 "	"	25,000 "
8 "	x 8 "	"	25,000 "
10 "	x 10 "	"	50,000 "
12 "	x 12 "	"	200,000 "
14 "	x 14 "	40 to 50 feet	50,000 "
16 "	x 16 "	"	25,000 "
18 "	x 18 "	"	25,000 "

RAILWAY SLEEPERS

Importations of railway sleepers into China ports during the three years 1920, 1921, and 1922 were as follows:—

1920	Pieces	1,810,176
1921	"	2,072,671
1922	"	1,048,878

These were supplied by the following countries:—

	1920 Pieces	1921 Pieces	1922 Pieces
United States	64,723	208,800	27,463
Japan	1,710,350	1,764,495	548,451
Canada	Nil	20,600	305,823
Australia	19,457	56,331	128,165
All other countries	5,646	23,045	38,976
	1,810,176	2,072,691	1,048,878

From the above it is noted that Canada supplied nearly one-third of the total imports for 1922.

## SIBERIAN TIMBER

In respect to the timber trade of the Far East, the possibilities of Siberian timber being exported abroad must not be overlooked. An examination of the figures given in this report shows that Russia exported to China through its land frontier and Pacific ports in 1920 only 1,313,600 board feet, which rose to 2,662,000 in 1921 and to 21,000,000 board feet in 1922, or nearly as much as was received from Canada. China and Japan are natural markets for Siberian timber, due to its proximity to these countries, and its lower laid-down cost. The Australian and South African markets are also familiar with Siberian timber, and it is probable that Siberia and Asiatic Russia will hereafter be a competing source of supply of softwood timber with Canada and the United States.

## GREEK MARKET FOR LUMBER

The prospects are bright, according to local lumber dealers, for the importation into Greece of the lower grades of lumber, especially from the adjacent markets of Roumania, Fiume, and Trieste, Czech-Slovakia, and Yugoslavia, says an American consular report. The eastern portion of Greece is extensively supplied with lumber by Yugoslavia; Czech-Slovakia sends in large quantities through Salonika. In the lower grades of lumber it is impossible for the United States or other distant countries to compete with the near-by markets, principally on account of the exchange, but also on account of the expenses of transportation and the like. The depreciated exchange in Roumania and the Balkan countries is especially advantageous to the importation of lumber from these markets into Greece.

The Greek market for the lower grades of lumber is especially stimulated at this time by the acute housing crisis in that country brought about by the presence of the refugees. Many schemes have been suggested for the housing of the refugees, and negotiations are at present being carried on involving the construction of quantities of cheap houses for this purpose. The adoption of any of the proposed projects and the awarding of a contract in this connection will be of great importance to the lumber trade. This factor should be watched in the immediate future, with particular care, as the special demand created by the presence of the refugees may well revolutionize temporarily the lumber market of this country.

For the higher grades of lumber from America and Sweden the market to-day in Greece is considered to be very limited. The principal cause of this is stated to be the instability of the Greek drachma, which has moved about so sharply of late as to render it impossible for local merchants to fix their prices on any firm basis. All holders of high-grade lumber in Greece at present are utilizing what stocks they have in their possession, and are refraining from ordering new stocks owing to the uncertainty of the future. This fact has, of course, a serious effect on numerous branches of Greek trade.

Many of the houses now being constructed in Greece are built of bricks or a low grade of reinforced cement. Others are built of very cheap lumber imported at advantageous rates from the adjoining markets. It obviously does not pay Greek importers to look farther away for their lumber when they can get what they need very cheaply and quickly near at hand.

There is pressing need of improvements and reconstruction on all the Greek railways, and various proposals for this work have been made. The poor state of the railways of the country indicates a potential market of some importance here for sleepers. Sleepers cannot easily be obtained locally, and the need to import must sooner or later arise, depending largely upon the development of some of the projects which have been mentioned. This, in turn depends on an improvement in the financial and internal political situation.



## ECONOMIC CONDITIONS IN THE NETHERLANDS

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, April 29, 1924.—Business in the Netherlands appears now to be solidly based and conditions generally point to a maintained level of prosperity, while in some spheres of activity an upward tendency is evident. With the exception of some outward steamship services and of the textile industries, which are affected by strikes, industrial conditions continue to improve. In this connection it might be noted that of the many Dutch firms who held annual meetings during the last month, only four (including the Holland-America Line) could not pay dividends at as high a rate as in the preceding year.

Unemployment figures continue to decline and contemporary reports of labour bureaux record marked increases in the number of applications from employers and decreases in the number of unemployed registered as compared with this season last year. A prolonged strike in the textile district is responsible for an exodus in considerable numbers of workers to German towns just across the border.

*Foreign Trade.*—During March goods to the value of 188 million guilders were imported into the Netherlands as compared with imports of 165 million guilders during March, 1923, and exports during the month amounted to nearly 133 million guilders as against 107 million guilders for March, 1923.

*Exchanges.*—Dutch business men have expressed great satisfaction with the behaviour of the guilder during the recent period when the French and Belgian exchanges experienced violent fluctuations; particularly in relation to the United States dollar has the value of the guilder been maintained. On March 17 the United States dollar was quoted at 2.69 $\frac{3}{4}$  and since then has only varied between 2.71 $\frac{1}{2}$  and 2.68 $\frac{1}{4}$ . To-day, April 29, it is quoted at 2.68 $\frac{3}{4}$ . The German rentenmark quotation remains in the vicinity of 61 Dutch cents per billion, although just prior to the issuing of the report of the Dawes Committee it went as low as 56 $\frac{3}{4}$  in Amsterdam.

*Banking and Finance.*—During the early part of March the note circulation of the Netherlands Bank decreased to 978 million guilders, about one-third of which it was estimated was held abroad. Since then the quantity has been irregularly increasing and now it totals over one billion.

The supply of loanable funds in Holland appears to be at a very low level. Amsterdam recently placed a sterling loan in London, the first since 1898. Rotterdam more recently floated a \$6,000,000 6 per cent loan in New York, and last week negotiations were completed to raise \$40,000,000 for the Government in the same market.

*Rotterdam Shipping.*—To date 2,827 ships have entered Rotterdam this year as compared with 2,426 vessels in the same period of 1923. This season has witnessed a marked revival in the Russian grain shipments, and at present considerable quantities of iron ore are arriving; in one day last week twenty-five complete cargoes of this commodity were entered. Rotterdam is also now receiving from Germany for transshipment large quantities of coal, both "reparation" and "free." Consequently Rotterdam is experiencing a larger measure of activity, which promises to be maintained for some time.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Irish Free State Budget Proposals

TRADE COMMISSIONER G. B. JOHNSTON

Glasgow, May 5, 1924.—The following statement shows in summary form, as provided by the British *Board of Trade Journal*, the changes in the Customs Tariff of the Irish Free State, as contained in the recent Budget proposals submitted to the Legislature, viz:—

(a) *Tea*.—The decrease of the import duty from 8d. to 5d. per pound, with effect from May 12, 1924, to July 31, 1925.

(b) *Sugar Confectionery*.—The imposition of a uniform import duty of 3 $\frac{3}{4}$ d. per pound, in addition to any duty leviable in respect of any spirits contained in such confectionery, with effect from April 26, 1924. The British Preferential Tariff rate on sugar confectionery will be five-sixths of this rate.

(c) *Preparations made from or containing Cocoa*.—The imposition of an import duty of 6d. per pound, in addition to any duty leviable in respect of any spirits contained in such preparations, with effect from April 26, 1924. The Preferential Tariff rate on cocoa preparations will be five-sixths of this rate.

(d) *Table Waters* (other than herb beer).—The increase of the import duty from 4d. to 8d. per gallon, with effect from April 26, 1924.

(e) *Boots and Shoes and Other Footwear, including Shaped Soles, Heels and Uppers*.—The imposition of an import duty of 15 per cent *ad valorem*, with effect from May 5, 1924.

(f) *Bottles of Glass, Empty (Coloured Green or Black)*.—The imposition of an import duty of 33 $\frac{1}{3}$  per cent *ad valorem*, with effect from May 12, 1924.

(g) *Soap, Soap Substitutes and Powders*.—The imposition of an import duty of 10 per cent *ad valorem*, with effect from July 1, 1924.

(h) *Candles*.—The imposition of an import duty of 10 per cent *ad valorem*, with effect from July 1, 1924.

(i) *Unmanufactured Tobacco*.—The removal of the preference hitherto accorded to unmanufactured tobacco imported from countries (including the United Kingdom) entitled to the Preferential Tariff under the Customs Tariff of the Irish Free State.

(j) *Motor Cars*.—The removal of the provision exempting from the payment of import duty motor cars constructed and adapted for use and intended to be used solely as motor omnibuses or in connection with the conveyance of goods in the course of trade, and any bodies or component parts of bodies for such cars imported on and after July 1, 1924; provided that, where it is shown to the satisfaction of the Revenue Commissioners that any car imported on and after that date, and on which duty has been paid, is constructed and adapted for use and is intended to be solely used as a motor omnibus or in connection with the conveyance of goods in the course of trade, the Revenue Commissioners may, subject to such conditions as they may think fit to impose, repay such proportion of the customs duty paid on such motor cars as they shall determine to have been paid in respect of the chassis and accessories (if any) of such car.

### Newfoundland Tariff Modifications

According to the *Times Trade Supplement* of May 3, it is announced in St. John's, Newfoundland, that flour, molasses, pork, beef, kerosene, and petrol have been placed on the free list in order to assist those engaged in the fishing industry.

### Japanese Duty on Automobiles and Parts

Since the expiration of the Japanese Imperial Ordinance (see *Commercial Intelligence Journal* No. 1053, April 5, 1924, page 452), modifying the customs



tariff for a certain period, the duty on automobiles imported into Japan has been 35 per cent ad valorem and on parts of automobiles except motors, 25 per cent ad valorem. These are conventional rates which apply to Canada. The respective rates under the general tariff are 50 per cent ad valorem and 30 per cent ad valorem.

### **Italian Marking Law Effective June 30**

Mr. A. F. MacEachern, Assistant Canadian Trade Commissioner at Milan, Italy, writes under date May 1, 1924, that the attention of Canadian exporters of preserved fish and meats is again drawn to the fact that on and after June 30, 1924, preserved fish or animal products in containers of tin, glass, etc., will not be allowed to enter Italy, unless there is clearly and indelibly marked upon the container itself the nature of the contents, and name and address of the producer, as follows:—

SALMON (OR CORNED BEEF, ETC.)

NAME OF FIRM

NAME OF TOWN

CANADA

Containers having only paper labels affixed will not be allowed to enter Italy on and after June 30, 1924.

### **New Belgian Tariff Passes Senate**

With reference to the notice in the *Commercial Intelligence Journal*, No. 1055, April 19, 1924, page 502, on the proposed new tariff of Belgium, Mr. A. S. Bleakney, Canadian Trade Commissioner in Brussels, on May 17 cabled that the new tariff had been passed by the Senate and would probably become effective in October.

### **Registration of Patents and Trade Marks in the Netherlands**

Mr. Frederick H. Palmer, Canadian Trade Commissioner in the Netherlands, has forwarded to the Department of Trade and Commerce some copies of booklets relative to Registration of Patents and Trade Marks in Holland, Dutch East India, Surinam and Curacao. A copy of the booklet in question will, on request, be lent for examination to any firm interested in the subject.

### **AUSTRALIAN WOOL CONTROL**

In July, 1920, wool purchases by the Government in Australia and New Zealand ceased and farmers returned to the old channels of sale, but the British Government then held 856,000 bales of New Zealand and 2,049,000 bales of Australian wool. The difficulty of disposing of the surplus was met by the formation of the British Australian Wool Realization Association, shares of which were distributed free to the Australian wool growers to the amount of £22,000,000. The directors of the B.A.W.R.A. believed that the surplus of wool would be a rapidly diminishing quantity, annual production after the war being substantially less than the world's requirements. They believed that the depression of market prices which occurred when private selling recommenced in July, 1920, was a passing trouble. They therefore endeavoured to prevent a ruinous slump in prices, which they knew must cut down flocks and be followed by a sharp rise in prices. Their diagnosis of the situation was correct, and had they been allowed to carry out their policy more thoroughly there would be millions more crossbred sheep in the world to-day. Proof of the remarkable efficiency of the organization is seen in the fact that although 100,000,000 separate particulars went through the books the administrative charges have been less than 2d. in the pound, and out of nearly 10,000,000 bales handled there may be an ultimate discrepancy of not more than 30 or 40 bales.

## BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

- The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."  
 The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."  
 The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."  
 The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MAY 19, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 19, 1924. Those for the week ending May 12, 1924, are also given for the sake of comparison.

		Parity	Week ending May 12, 1924	Week ending May 19, 1924
Britain .. . . .	£	1.00	\$4.4362	\$4.4413
France .. . . .	Fr.	1.	.0570	.0559
Italy .. . . .	Lire.	1.	.0450	.0452
Holland .. . . .	Florin.	1.	.3799	.3808
Belgium.. . . .	Fr.	1.	.0479	.0477
Spain.. . . .	Pes.	1.	.1406	.1413
Portugal.. . . .	Esc.	1.	.0330	.0317
Switzerland .. . . .	Fr.	1.	.1803	.1805
Germany.. . . .	Mk.	1.	.....	.....
Greece.. . . .	Dr.	1.	.0228	.0208
Norway .. . . .	Kr.	1.	.1412	.1416
Sweden .. . . .	Kr.	1.	.2698	.2703
Denmark .. . . .	Kr.	1.	.1728	.1725
Japan.. . . .	Yen	1.	.4078	.4120
India .. . . .	R.	1.	.3125	.3147
United States.. . . .	\$	1.	\$1.00	1.0175
Mexico .. . . .	\$	1.	.4891	.4909
Argentina .. . . .	Pes.	1.	.3354	.3345
Brazil.. . . .	Mil.	1.	.1156	.1106
Roumania .. . . .	Lei	1.	.....	.....
Jamaica .. . . .	£	1.	4.4437	4.4591
British Guiana .. . . .	\$	1.	1.	1.
Barbados .. . . .	\$	1.	1.	1.
Trinidad .. . . .	\$	1.	1.	1.
Dominica.. . . .	\$	1.	1.	1.
Grenada .. . . .	\$	1.	1.	1.
St. Kitts.. . . .	\$	1.	1.	1.
St. Lucia.. . . .	\$	1.	1.	1.
St. Vincent .. . . .	\$	1.	1.	1.
Tobago .. . . .	\$	1.	1.	1.
Shanghai, China .. . . .	Tael	1.	.7331	.7338
Batavia, Java .. . . .	Guilder	1.	.3625	.3713
Singapore, Straits Settlement .. . . .	\$	1.	.5184	.5214



## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

630. CEREALS.—A firm in Milan are anxious to be appointed the exclusive agents of Canadian firms dealing in wheat, barley, oats, rye, and other cereals.

631. A firm in Milan wish to import food products from Canada.

632. TINNED GOODS.—An Argentine importer wishes to receive quotations from Canadian exporters of tinned food products.

633. CANNED LOBSTER.—An Argentine manufacturers' agent wishes to receive quotations from Canadian exporters of canned lobster.

634. CANNED GOODS.—A firm in Brussels are interested in receiving offers of canned goods (salmon, lobster, fruit, condensed milk, and corned beef).

635. An Italian importer would be willing to open up business connections with Canadian firms dealing in food products, frozen meat, salmon, lobster and codfish.

636. A Rotterdam concern is desirous of getting into touch with Canadian exporters of canned salmon, lard, cheese, dried apples, corned beef, canned pears and peaches. They would prefer to do business on a representation basis but are also open to buy for own account.

### Miscellaneous

637. CEREALS; CATTLE; AGRICULTURAL MACHINERY.—A firm in Italy are anxious to open up business relations with Canada in oats, barley, rye and other cereals, cattle for slaughtering purposes, and agricultural machinery.

638. CANNED GOODS; ELECTRICAL GOODS, ETC.—A firm in Cape Town are interested in canned fruits, salmon, electrical household goods, confectionery sundries, such as tinfoil, aluminum foil, grease wrapping papers, rubber moulds for fondants; and machinery for confectionery such as hot and cold water pouring tables, cream beaters for fondants, mixing machines for lozenges, cutting machines for lozenges, vacuum boilers and brushing machines for sponge goods.

639. OIL AND PAINTS.—A firm in Cape Town desire to obtain quotations for linseed oil, raw and boiled, in barrels, turpentine in drums, oil paints, and dry colours for making paints and distempers.

640. A firm in Cape Town are interested in dry goods, rubber goods, such as aprons, children's waterproof knickers, bathing caps, etc.; kraft paper, canned goods, etc., and confectionery.

641. A Newfoundland manufacturers' agent solicits correspondence and quotations from Canadian exporters of flour, tea, butter, ham, bacon, eggs, candy, dry goods, etc., with a view to representation on a commission basis.

642. RUBBER GOODS.—A Milan concern are anxious to import rubber goods from Canada.

643. RUBBERIZED FABRICS.—A firm in Milan dealing in rubberized fabrics for footwear manufacture are anxious to be put in touch with Canadian exporters.

644. RUBBER TIRES.—Canadian exporters of rubber tires for automobiles and motor cycles are requested to communicate with an Italian house.

645. HIDES AND SKINS, BOOTS AND SHOES.—A Milan firm inquire for Canadian hides and skins, boots and shoes.

646. BOOTS AND SHOES.—A Belgian importer wishes to hear from Canadian manufacturers of boots and shoes, tennis shoes and goloshes, with a view to representation.

647. CHEMICAL PRODUCTS.—An Italian house is anxious to be put in touch with Canadian firms handling chemical products.

648. POTTERY.—An Italian company is interested in glassware, pottery, quartz and kaolin.

649. PULP AND PAPER.—An Argentine importer wishes to receive quotations and samples from Canadian manufacturers of pulp and paper.

650. PAPER.—A Spanish importer at Alcoy, Spain, is desirous of representing Canadian exporters of paper interested in that territory.

651. PAPER.—A Belgian dealer in paper desires to represent or purchase, as occasion may warrant, papers of all kinds, especially paper for newspapers and wrapping paper; also paper pulp.

652. PAPER.—A Belgian importer is desirous of securing the agency of Canadian manufacturers of wrapping paper.

653. PAPER.—A Belgian importer desires agency terms for Belgium and Luxemburg of Canadian manufacturers of toilet paper.

654. PAPER.—A Belgian firm would be interested in receiving offers for letter paper, blotting paper and crepe paper.

655. GALVANIZED WIRE.—A firm of wire mattress manufacturers in Wolvega, Holland, would like to receive quotations on galvanized wire in rolls for the manufacture of mattresses. Photo and samples are on file.

656. INDUSTRIAL ARTICLES.—A firm in Brussels are desirous of securing the agency of Canadian manufacturers of machine tools of all kinds, also roofing material, electrical appliances, and woodworking machines.

657. HOUSEHOLD UTENSILS.—A Belgian firm are desirous of entering into relations with Canadian manufacturers handling household utensils (except enamelware) and ironmongery.

658. HOUSEHOLD UTENSILS.—A commission house of Brussels wish to act as representatives for Canadian exporters.

659. MOTOR CAR ACCESSORIES.—An Argentine manufacturers' agent wishes to receive catalogues and price lists from Canadian manufacturers of motor car accessories.

660. GENERAL HARDWARE AND BUILDERS' SUPPLIES.—A London company who purchase chiefly upon behalf of customers in Argentina, Chile, Brazil, Peru, Trinidad, and Siam are prepared to consider the purchase of the following general hardware and builders' supplies. They will be glad to receive offers from actual Canadian manufacturers, together with catalogues and quotations c.i.f. various countries: farm implements and machinery; axes, shovels and tools of all kinds; butt hinges, latches, pulleys, cast-steel files; circular and mill saws; galvanized iron buckets, baths, etc.; enamelled ware, and cement.

661. BOX SHOOKS.—A London firm of importers, who claim a large connection among South Wales manufacturers of tinplates, wish to get in touch with Canadian manufacturers who can supply the hardwood box shooks required by this trade. Canadian manufacturers wishing to negotiate must quote c.i.f. Swansea or alternative port. Full specification is on file at the Department of Trade and Commerce. Ottawa.

## NEW BRITISH WOOL-SPINNING PROCESS INVENTED

Considerable interest has been aroused in the explanation made by the director of the British Research Association for the Woollen and Worsted Industries of a new wool-spinning process whereby finer counts can be obtained, says the United States *Commercial Reports*. The wool fibres are stretched in a wet condition and then fixed either by steam, boiling water, or some chemical agent. The process is still in an experimental stage and has not yet been tested on an ordinary manufacturing scale as a commercial proposition.

## CONDITIONS IN COLOMBIA

The financial situation in Colombia showed improvement during the month of April says United States *Commerce Reports*. The Banco de la Republica, the Government bank, lowered the discount rate from 9 to 7 per cent, bank loans increased, and speculative trading was active.

There was a further reduction of stocks of merchandise. The present amounts are below those of the same period last year, when practically all merchants were overstocked. Imports showed a decrease while the value of exports increased—due to the excellent prices prevailing for coffee, which were higher than during the preceding month. It is expected that all crops will be below the average yield and, in particular, the next coffee crop, owing to the serious drought during the first months of the year.

Exchange fluctuated very little, remaining practically at par, although a slight drop in the value of the peso is anticipated.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report re Mail Subsidies and Steamship Subvention. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Overseas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile : Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru : Its Development and Commercial Opportunities (1923.) (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires,  
*Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

H. R. Poussette, Port of Spain, Trinidad. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela).

James Cormack, 17 Port Royal street, Kingston, Jamaica. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central Domingo, Central American States, Colombia, Bermuda and the Bahamas).

#### China

J. W. Ross. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhushpladsen 45, Copenhagen. *Cable Address, Canadian.* (Territory covers Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan. *Cable Address, Canadian.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230; office, 504 Osaka Shosen Kaisha Building, Kobe. *Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O. Box 683; office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddinan, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Ireland.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENT

#### Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.



# Commercial Intelligence Journal

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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## SUMMARY OF THE TRADE OF CANADA FOR APRIL, 1924

The summary of the trade of Canada for April, 1924, shows that as represented in dollars, imports for consumption were valued at \$60,203,141 in April, 1924, as against \$68,181,320 in April, 1923, and \$47,695,454 in April, 1922. The imports from the United Kingdom in April, 1924, were valued at \$10,058,656, as against \$11,653,430 in April, 1923, and \$7,743,386 in April, 1922. The imports from the United States in April, 1924, were valued at \$42,146,375 as against \$46,909,119 in April, 1923, and \$32,864,112 in April, 1922. The total imports for the twelve months ending April, 1924, were valued at \$885,388,688, as against \$823,065,110 for the corresponding period in 1922-23, and \$730,188,939 for the twelve months ending April, 1922.

The value of exports of Canadian produce for the month of April, 1924, was \$48,880,914 as against \$53,642,251, for April, 1923, and \$31,917,500 for April, 1922. The exports to the United Kingdom were valued at \$10,464,546 in April, 1924, as compared with \$13,607,856 in April, 1923, and \$7,626,035 in April, 1922. The exports to the United States were valued at \$24,494,187, during April, 1924, as against \$25,944,331 in April, 1923, and \$15,498,808 in the corresponding month of 1922. The value of the total exports of Canadian produce during the twelve months ending April, 1924, was \$1,040,379,719 as against \$953,176,194 for the corresponding period in 1922-23, and \$728,877,445 for the twelve months ending April, 1922.

The month's returns show an unfavourable balance of trade of \$11,322,227; the returns for the twelve months' period show a favourable balance of \$154,991,031.

**SUMMARY OF THE TRADE OF CANADA: MONTH AND TWELVE MONTHS ENDING APRIL, 1924**  
(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of April, 1924				Twelve Months ending April, 1924			
	Total Imports	From United Kingdom	From United States	\$	Total Imports	From United Kingdom	From United States	\$
<i>Imports for Consumption</i>								
Agricultural and Vegetable Products.....	12,205,040		2,303,708	5,727,722	185,508,827	28,778,147		81,388,142
Animal Products.....	2,500,805		1,809,069	5,672,746	44,383,608	4,217,285		32,079,995
Fibres and Textile Products.....	12,373,764		4,917,491	5,672,746	171,383,786	7,124,419		73,582,024
Wood, Wood Products and Paper.....	2,965,313		169,026	2,693,765	40,686,062	3,043,898		36,788,669
Iron and its Products.....	12,505,328		1,071,221	11,281,058	171,788,997	18,177,232		180,591,438
Non-Ferrous Metal Products.....	3,427,468		314,879	2,864,368	43,218,678	4,228,734		36,919,396
Non-Metallic Mineral Products.....	9,482,286		409,963	8,644,421	194,163,149	10,063,879		134,356,929
Chemicals and Allied Products.....	1,736,360		205,533	1,279,207	25,789,333	3,083,073		18,271,289
All other Commodities.....	2,886,787		460,187	2,117,819	48,073,648	8,246,863		34,034,395
Total Imports, 1924.....	60,203,141		10,058,656	42,146,375	885,388,688	152,017,472		596,532,377
1923.....	68,181,320		11,653,430	46,809,119	823,065,110	145,240,387		585,034,745
1922.....	47,695,494		7,743,386	32,864,112	730,188,939	111,338,842		507,266,328
<i>Exports (Canadian Produce)</i>								
<i>Exports (Canadian Produce)</i>								
Agricultural and Vegetable Products.....	15,480,437		5,928,429	1,509,551	429,743,000	242,183,936		51,722,523
Animal Products.....	5,177,894		2,288,900	2,064,823	140,179,979	64,210,112		55,733,593
Fibres and Textile Products.....	16,068,124		439,610	2,880,823	140,179,979	64,210,112		55,733,593
Wood, Wood Products and Paper.....	3,717,674		389,011	14,280,973	272,085,573	1,632,476		229,111,997
Iron and its Products.....	4,187,022		493,511	832,211	25,604,192	20,581,293		8,474,129
Non-Ferrous Metal Products.....	1,081,757		287,987	2,864,368	66,423,162	10,304,226		41,151,364
Non-Metallic Mineral Products.....	381,253		173,949	386,827	25,723,062	1,132,092		17,033,731
Chemicals and Allied Products.....	1,264,945		490,421	726,154	15,298,704	3,102,088		7,554,803
All other Commodities.....	48,890,914		10,464,546	24,404,187	17,525,812	4,312,519		11,807,356
Total Exports, 1924.....	53,649,251		13,607,556	25,044,331	1,040,370,719	356,950,711		429,265,352
1923.....	31,917,500		7,626,053	15,498,808	933,176,194	385,040,266		379,525,741
1922.....					728,877,415	294,555,487		283,112,500
<i>Exports (Foreign Produce)</i>								
Totals, 1924.....	637,530	60,765	508,830	13,363,946		1,132,590		10,850,153
1923.....	685,825	31,105	594,042	13,795,678		854,471		11,204,392
1922.....	734,541	27,805	657,153	13,625,895		993,388		11,460,136



## GERMAN MARKET PROSPECTS FOR CANADIAN GRAIN

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, May 6, 1924.—A leading Hamburg grain firm have supplied particulars regarding the prospects for the sale of Canadian grain to the German market in the near future. They point out that Canadian shippers are for the present chiefly interested in (1) the prospective demand for Manitoba's May-June-July shipments; (2) the requirements of German ports.

In regard to the former, they state that the possibility of selling Manitoba wheat depends on the prices asked for and whether or not these prices are in line with offers from the River Plate. Germany has always been a buyer for the cheapest qualities. If prices for Manitoba No. 1 are about 4 per cent over Barusso, the former is preferred. At present Manitoba is 8 per cent dearer than Barusso, and consequently the sales of No. 1 Manitoba are confined to those millers who produce select qualities of flour for the better-class trade. Should prices go down, purchases from Germany might be double or even treble the present volume. The trade expects that a regular demand will continue.

The port requirements will be ruled by home supplies, and at the present moment these are ample, but are likely to decrease towards the end of the crops.

With regard to rye, it is pointed out that the prices asked for Russian rye are much above Canadian quotations and that therefore the trade expects further good business in this article to German ports. The balance of the German crop is not sufficient for home consumption, and imports will have to be made if Canadian prices continue on the same level as at present.

Speculative sales in both wheat and rye are stated to have been made on a very small scale, so small as to be not worth mentioning.

### GERMAN CROP PROSPECTS

According to the official reports, the present outlook for this season's crop in Germany would appear to indicate the necessity for large importations of Canadian grain and flour for a further twelve months. The farmers have been disappointed in their hopes for favourable spring weather. After a long period of severe cold, warm weather set in on March 22, but up to the present has not been of a very permanent nature, being continually interrupted by night frosts, while in recent weeks throughout North Germany cold rainy weather has been prevalent. The results on the winter seed have been most unfavourable, while owing to the dampness of the soil spring sowing could only be commenced in many districts after Easter. The *Deutsche Allgemeine Zeitung* reports that in East Prussia about half the winter rye sown has been spoilt. A large falling off in the yield of rye, the chief winter crop, must therefore be expected, although wheat would appear to have withstood the long winter better than the rye. The most unfavourable factor, however, is the backward spring and the complete absence up to the present of dry warm weather. This tends to shorten the vegetation period and thus renders unlikely a good crop of summer wheat to compensate for the poor yield of winter grain.

## NEW MATCH FACTORY OPENED IN SOUTH AFRICA

A match company operating plants at Cape Town and Durban has recently opened another factory at Cape Town, says *United States Commerce Reports*. The company has entered into contracts for planting trees, to assure a supply of the necessary wood required, and 450 acres have already been planted in the Province of Natal, and a smaller area in the Cape Province.

## EMPLOYMENT AND WAGES IN GERMANY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, May 10, 1924.—Since the beginning of the present calendar year, the improvement in the industrial situation has brought about a steady decrease in the number of unemployed in Germany. As has been pointed out in previous reports, the end of the inflation and the transition to a stabilized currency resulted in many workers being thrown out of employment. The gradual restoration of normal conditions has brought a revival of industry and consequent decrease of unemployment. The following table shows the number of those totally unemployed in unoccupied Germany on certain dates since the beginning of the year: January 1, 1,533,000; February 1, 1,440,000; March 1, 1,169,000; March 15, 977,000; April 1, 712,000; April 15, 480,000.

German industry is still suffering from the shortage of working capital and high interest charges for credits. On the other hand, low wages and the gradual restoration of longer working hours give German manufacturers a certain advantage over foreign competitors.

The semi-official publication *Wirtschaft und Statistik* in its latest issue gives the customary table for the wages paid to skilled and unskilled labour in leading German industries during the month of March, 1924. This table shows not only the nominal wage in rentenmarks, but also the real wage calculated on the basis of the cost of living index, as follows:—

WEEKLY WAGES OF GERMAN WORKERS IN MARCH, 1924 (IN RENTENMARKS)  
(4.20 MARKS=1 DOLLAR)

Group	Skilled Workers			Unskilled Workers		
	Nominal	Real	% of Pre-war	Nominal	Real	% of Pre-war
Mine workers .. . . .	33.78	31.50	83.7	26.70	24.90	100.2
Building workers .. . . .	27.22	25.39	67.4	23.69	22.10	75.0
Wood workers .. . . .	24.42	22.78	72.5	21.24	19.81	87.0
Metal workers .. . . .	30.99	28.91	79.9	23.66	22.07	90.3
Textile workers—						
Male .. . . .	24.30	22.67	86.6	19.66	18.34	85.8
Female .. . . .	17.14	15.99	92.1	13.49	12.58	87.5
Chemical factory workers ..	29.38	27.41	83.1	25.97	24.22	90.5
Book printing workers .. .	28.74	26.83	81.7	24.36	22.74	96.1
State services .. . . .	26.07	24.37	70.5	20.13	18.82	79.4

In the above table the weekly wage for mine workers is calculated on the basis of a working shift of 8 to 8½ hours for underground workers and 8 to 10 hours for workers above ground. In the building and woodworking trades the former working week of 46 to 48 hours still holds good. The wages for metal workers in the above table are based upon a working week of 51 to 57½ hours as required by the employers. Where the workers stick to the 8-hour day, the real wages for skilled metal workers are reduced to 25.47 marks and for unskilled to 19.43 marks a week. Similarly the wages given for textile workers in the above table are based on a working week of 51 to 54 hours, those for chemical factory workers of 54 hours, and the wages of printers on a working week of 53 hours as agreed upon in January. Where the minimum 48-hour working week applies, the real wages in these industries are reduced. On the State railways the working week since February 17 has been agreed upon as 54 hours, and it is upon this that the wages for the State services' employees given in the above table is based.

From the above data it may be calculated that the average weekly wage of German skilled workers in those industries working 51 to 54 hours a week is 29.56 marks (\$7.04) and of unskilled workers about 23.42 marks (\$5.58). In those trades still working 8 hours a day or 48 hours a week the average weekly



wage is about 28.16 marks (\$6.70) for skilled and 22.32 marks (\$5.31) for unskilled workers. The general tendency of wages is upwards.

#### TRADE STATISTICS

In spite of the advantage of low wages, German manufacturers are experiencing difficulty in competing on foreign markets, owing chiefly to the shortage of working capital, high transport charges on the railways, heavy taxation, cost of fuel and raw materials, and the general high level of prices in Germany. Hamburg exporters and brokers complain of quiet times and foreign competition in export trade. The statistics covering the trade of Germany for the first quarter of 1924 show an unfavourable trade balance amounting to 629,500,000 gold marks (\$149,900,000). The monthly average export of manufactured goods for this quarter was valued at 375,730,000 gold marks (\$89,400,000), as compared with a monthly average for the year 1923 of 433,310,000 gold marks (\$103,170,000). The table appended herewith illustrates the main branches of German trade during the first three months of the present year:—

	Jan. 1924	Feb. 1924 (In Millions of Gold Marks)	Mar. 1924	Monthly Average 1923
Total imports . . . . .	568.16	718.59	695.15	506.78
Total exports . . . . .	431.02	466.34	456.56	506.60
Imports of food and drink . . . . .	175.24	154.45	163.53	100.31
Imports of raw materials and half finished goods . . . . .	291.75	422.04	372.89	326.08
Exports of finished goods . . . . .	367.45	383.87	375.89	433.31

### THE MARKET FOR LUMBER IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, May 9, 1924.—It has been estimated that one-tenth of the area of Mexico consists of forest lands, and of this proportion 50 per cent, or a total of between 20,000,000 and 25,000,000 acres, contains high-class merchantable timber of various kinds. Among these are found numerous varieties of precious, semi-precious and hard woods, such as mahogany, ebony, rosewood, and others whose names are quite unknown in foreign countries. These woods, which form an important article of export, are obtained principally in the southern and western states.

In addition, many states in the interior, and particularly in the north, contain extensive tracts of pine and other softwoods, which are capable of supplying a considerable portion of the timber requirements of the country for an indefinite period. Although these areas have been developed to a certain extent (at least one mill having a capacity of 1,000,000 feet per day), a variety of causes has prevented their full economic exploitation in the past; among these causes may be mentioned the lack of transportation facilities, the disturbed political conditions during the past fourteen years, and the inferior quality of the timber in comparison with the imported product.

Of the domestic timbers used for construction and similar purposes, probably those known as Ocote and Oyamel, are the two most important from a commercial point of view. The former is the nearest approach to yellow pine which is produced in the country, but it is lacking in durability and of low tensile strength; the latter is a variety of spruce, and is found useful for box shooks, beams, and to a certain extent for general carpentry work. Both of these timbers are largely used on account of their cheapness, but where the highest type of construction is required, they are discarded in favour of Mexican cedar, certain classes of native hardwood, or imported softwoods.

## IMPORTS

For the above reasons, Mexico is a large importer of foreign timbers, and will probably continue to be so indefinitely, in spite of her great natural resources of forest wealth. In the absence of detailed statistics, it is difficult to state the exact value of these imports, but all available evidence goes to show that it has doubled within the last five years, and probably amounts at the present time to between \$10,000,000 and \$12,000,000 Canadian currency per annum. The following table represents approximately the quantities of the more important classes of timber imported during the years given:—

	1913	1920	1921	1922
Logs and round timber.. . . . M. ft.	15,713	12,208	5,005	78,764
Hewn and sawn timber .. . M. ft.	14,689	25,710	2,063	4,871
Railway ties .. . . . No.	685,594	516,754	350,009	411,132
Boards, planks and scantlings, M. ft.	122,458	130,212	155,956	70,332
Shingles .. . . . M.	4,684	8,389	14,412	12,925
Box shooks .. . . .	\$521,937	\$1,421,294	\$1,251,579	\$555,075

Of the classes of lumber included under the headings of "Hewn and Sawn Lumber" and "Boards, Planks and Scantlings," probably 70 per cent consists of long and short leaf yellow pine, the balance being made up of fir, white pine and red wood, with small quantities of cypress, gum, oak and other hardwoods.

## USES OF IMPORTED LUMBER

In general, it may be said that imported lumber is used in Mexico for the same purposes as in Canada, but on a smaller scale. One important point of difference is that there are comparatively few wooden houses in the country, a satisfactory substitute being found in various kinds of stone, brick, adobe, and under certain conditions in cane or thatch. In Tampico, however, the poorer quarters of the town are entirely constructed of wood, the buildings being elevated on piles; at the oil terminals, pumping stations, etc., the living quarters and warehouses are of timber, and in various parts of the "hot country" this type of construction may also be found. On the whole, the principal demand arises in connection with oil well development, railway docks and harbours, mining operations, general construction work, and box shooks. There is also a considerable business done in the import of lumber for use in the manufacture of furniture, but this consists almost exclusively of oak, and would probably be of little interest to the Canadian exporter.

*Oil Well Development.*—The centre of supply for timbers required for the drilling of oil wells is at the port of Tampico, in the Gulf of Mexico. Here large stocks are maintained by a number of firms, who import direct in cargo lots from Galveston and New Orleans, the timber used being principally southern yellow pine. The average annual demand is from 12,000,000 to 15,000,000 feet, and in 1920, which was a period of exceptional activity, it exceeded 20,000,000 feet. All indications point to the present year being also one of great activity, and it is probable that the sales will approach the last-named figure, if, indeed, they do not exceed them.

The standard specification for a complete set of rig timbers is as follows:—

	F. b.m.		F. b.m.
1 20" x 24" x 12' .. . . .	480	9 16" x 16" x 16' .. . . .	3,072
1 14" x 26" x 26' .. . . .	789	1 14" x 14" x 18' .. . . .	294
1 18" x 18" x 30' .. . . .	810	6 14" x 14" x 14' .. . . .	1,372
2 18" x 18" x 20' .. . . .	1,080	2 12" x 12" x 24' .. . . .	576
1 16" x 18" x 20' .. . . .	480	10 10" x 10" x 24' .. . . .	2,000
2 6" x 16" x 16' .. . . .	256		



For derrick and front timbers, the following are required:—

F. b.m.										F. b.m.											
30	2"	x	12"	x	24'	..	..	..	..	1,440	16	2"	x	4"	x	16'	..	..	..	..	171
35	2"	x	12"	x	22'	..	..	..	..	1,540	1	6"	x	8"	x	24'	..	..	..	..	96
6	2"	x	10"	x	26'	..	..	..	..	260	1	8"	x	8"	x	20'	..	..	..	..	107
16	2"	x	12"	x	18'	..	..	..	..	576	8	6"	x	8"	x	16'	..	..	..	..	512
50	2"	x	12"	x	16'	..	..	..	..	1,600	4	4"	x	6"	x	16'	..	..	..	..	128
55	2"	x	10"	x	16'	..	..	..	..	1,467	84	1"	x	12"	x	12'	..	..	..	..	1,008
16	2"	x	8"	x	22'	..	..	..	..	469	72	1"	x	12"	x	14'	..	..	..	..	1,008
18	2"	x	6"	x	18'	..	..	..	..	324	63	1"	x	12"	x	16'	..	..	..	..	1,008
16	2"	x	6"	x	16'	..	..	..	..	256	56	1"	x	12"	x	18'	..	..	..	..	1,008
28	2"	x	6"	x	14'	..	..	..	..	392	50	1"	x	12"	x	20'	..	..	..	..	1,000
16	1"	x	6"	x	16'	..	..	..	..	128											

In addition, there is a large demand for stock of the following dimensions, the quantities given showing the proportions of an average order. These are required for platforms, bridges, and general construction work:—

					F. b.m.						F. b.m.
300	2"	x	12"	x 20'	2,000	100	3"	x	12"	x 24'	7 200
200	2"	x	10"	x 24'	8,000	1,000	1"	x	10"	x 16'	13 333
200	2"	x	10"	x 22'	7,333	1,000	1"	x	10"	x 18'	15,000
200	2"	x	8"	x 24'	6,400	1,000	1"	x	10"	x 20'	16,667
200	2"	x	8"	x 20'	5,333	500	4"	x	4"	x 16'	10,667
200	2"	x	8"	x 16'	4,267	500	4"	x	4"	x 16'	12,000
200	2"	x	6"	x 24'	4,800	500	4"	x	4"	x 20'	13 333
200	2"	x	6"	x 20'	4,000	500	4"	x	4"	x 24'	16,000
100	3"	x	12"	x 16'	4,800	300	6"	x	6"	x 16'	14,400
100	3"	x	12"	x 18'	5,400	300	6"	x	6"	x 20'	18,000
100	3"	x	12"	x 20'	6,000	300	6"	x	6"	x 24'	21,600

The quality of Southern pine usually called for is good grade rough No. 1 common. At present, the retail prices in Tampico for the rig timbers mentioned above are from \$94 to \$95 United States currency per M. f.b.m., and for the balance from \$67.50 to \$75 per M. f.b.m., depending upon the dimensions. These prices are somewhat higher (probably from \$5 to \$20 per 1,000) above those ruling in recent years.

It appears probable that Canada could deliver Douglas fir from the Pacific Coast to Tampico at prices slightly lower than those at present ruling, providing orders for cargo lots were obtainable, and the opportunities merit full investigation.

*Railways, Docks and Harbours.*—The Mexican railway systems are largely operated by the Government, although a small mileage is controlled by foreign capital. In addition, an American railway company is at present engaged in the completion of extensions of lines already constructed to serve the West Coast districts.

The purchasing agent of the National Railways states that, so far as possible, domestic lumber is used for ties and bridge timbers, the exceptions being when such material is required for points near the international border or the sea coast, when it occasionally becomes economically desirable to import. Foreign lumber is used largely for car construction, and this is obtained through representatives of American firms having offices in Mexico City. No standard specifications are obtainable, and purchases are usually a matter of negotiation on special bills of quantities covering immediate requirements.

Street railway companies are also large consumers of ties and timber for general construction purposes.

With regard to dock and harbour construction, very little work of this character has been done in recent years; there has, however, been a certain amount of development work on the West Coast during the past few months, and it is satisfactory to record that lumber for this purpose has been purchased in Canada. Further proposals for pier construction are at present under con-

sideration, notably at the port of Manzanillo, where large quantities of piling and deck timbers will be required, and if these are proceeded with, an excellent opportunity will be provided for Western Canadian lumber mills to secure orders for at least a portion of the demand. It is at present a little too early to give details, but full particulars will be published in the *Commercial Intelligence Journal* in due course.

*Mining Operations.*—A number of the large mining companies in Mexico own their own timber limits, and as far as possible make use of supplies from this source. The demand for foreign lumber depends principally upon the location of the mines, and no general rule can be laid down as being adhered to in all cases. Mines located near the coast, or far from domestic sources of supply, may find it profitable to purchase supplies from abroad, and it is known that Canada supplies an appreciable quantity to points in the State of Lower California.

*General Construction Work.*—There is a large demand for timber for general construction purposes, notably for flooring, beams, and carpentry work. While native lumber is used to a great extent for these purposes, the higher quality of the imported material will always enable it to command a substantial sale, and indeed in certain parts of the country it enjoys a practical monopoly. Saw-mills, many of which are equipped with modern machinery, are found in all large cities, and these keep stocks of every class of timber for which there is a ready sale. The principal dimensions required are 1-inch by 4-inch, 1-inch by 12-inch, 2-inch by 12-inch, with smaller quantities of 6-inch by 6-inch, 8-inch by 8-inch, 10-inch by 10-inch, and 12-inch by 12-inch.

In the construction of dwelling houses, with the exceptions previously referred to, the use of timber is largely confined to flooring, beams, joists, interior woodwork, doors, and framework. There is very little importation of manufactured doors, window frames, etc., these usually being made locally in accordance with the requirements of the builder.

*Box Shooks.*—The market for box shoeks probably forms one of the most important branches of Mexican lumber imports to which Canadian saw-mills could devote their attention. The largest purchasers are the oil companies, but breweries, tobacco, soap, and shoe factories, and numerous other industries also consume large quantities. In some cases these are manufactured locally out of native lumber, but the imported product will always be in demand, and indeed is preferred where economic conditions make it possible to obtain a supply.

The following is the standard specification for box shoeks of one of the largest oil companies, and may be taken as a type of the principal requirements of the country:—

*Inside Measurements*—19 $\frac{3}{4}$ -inch by 9 $\frac{3}{4}$ -inch by 13 $\frac{3}{4}$ -inch.

*Ends*—To be in one piece solid. Thickness, 1 $\frac{3}{16}$ -inch; width, 9 $\frac{3}{4}$ -inch; length, 13 $\frac{3}{4}$ .

*Tops*—To be in one piece solid. Thickness,  $\frac{1}{2}$ -inch; width, 10 $\frac{1}{2}$ -inch; length, 20 $\frac{1}{2}$ -inch.

*Bottoms*—To be in one piece solid. It is, however, understood that suppliers may furnish a proportion of bottoms not to exceed 25 per cent in two-piece, one-piece 7-inch wide and the other piece 3 $\frac{1}{2}$ -inch wide. No single shipment to contain more than 25 per cent two-piece bottoms of the total quantity in that shipment. If made in one-piece to be thickness,  $\frac{1}{2}$ -inch; width, 10 $\frac{1}{2}$ -inch; length, 20 $\frac{1}{2}$ . To be of one or two pieces. If made of two pieces the following alternative combinations will be accepted: (a) One piece 10-inch and one piece 3 $\frac{1}{2}$ -inch, or (b) two pieces each 6 $\frac{15}{16}$ -inch. Thickness,  $\frac{3}{8}$ -inch; width, 13 $\frac{3}{4}$ -inch; length, 20 $\frac{1}{2}$ -inch.

*Quantity*—Shooks to be of thoroughly dried lumber, bright, clean and neatly finished, free from shakes or loose knots, and to have no knots in corners or anywhere on the edges where a nail is to be driven, and to be first-class in every respect. All the several parts to be of even thickness, and to be made so as to assure uniform length and squareness. Dimensions of shook pieces given are those which shoeks are to have when made up into cases in Mexico.

*Finish*—Sides, tops and bottoms dressed on one side, and thicknesses given are to be full dimensions after being dressed. Ends to be dressed on both sides, and to be full thicknesses given after being dressed, grain of wood of ends to run up and down from top to bottom.



*Bundling*—The resawn side of tops and bottoms and sides to be placed on the outside of bundles. Ends: 20 to a bundle with one wire each way (two wires). Sides: 40 pieces  $6\frac{1}{4}$ -inch per bundle, 40 pieces high with 3 wires crosswise of bundle. Sides. If from 10-inch by  $3\frac{1}{2}$ -inch, 25 pieces each per bundle, 25 high with 3 wires crosswise. Tops and bottoms 25 per bundle, 3 wires crosswise. Only *galvanized* wire to be used for bundling.

*Inspection*—Buyers have the option of inspection of all or any part of the order at any time, if they so desire.

Contracts are usually placed by the oil companies for a year's requirements at a time, and it may be mentioned that large quantities have been obtained in recent years from the Puget Sound district of the Western United States. Small quantities were also received from Canada during the years 1920 and 1921 (to a value of \$22,000 and \$35,000 respectively), but since then the business has fallen off, and no shipments appear to be coming from the Dominion at present. The fact, however, that one of the main sources of supply is contiguous to Canada, and that shipment can frequently be made in cargo lots, indicates that the mills of British Columbia are in a position to compete, and certain oil companies have expressed a willingness to receive bids at any time from Canadian sources.

#### METHOD OF DOING BUSINESS

It is impossible to lay down any fixed rule as to the methods of purchasing timber adopted by the principal consumers in Mexico, as these are dependent upon local conditions, and the arrangements which individual firms may have for the general purchase of supplies. Usually, however, one or other of the following systems will be adopted:—

For oil drilling requirements, as already explained, consumers generally purchase timber in Tampico, where large stocks are maintained for this purpose. These stocks are obtained by water from ports in the Southern United States, in quantities of a million feet and upwards.

The National Railways have their purchasing offices in Mexico City and buy imported lumber principally through the representatives of foreign firms which have branches in that city. Public tenders are seldom invited, and personal contact is necessary in order to obtain details of orders which are being placed. The same remarks apply to the lumber requirements of the Government in general, and to the purchases of the various municipalities throughout the country.

With regard to docks, harbours and other public works, purchases are made by the firms in charge of construction, and it would be necessary to communicate with the head offices of such firms, which in some cases are located on the site of the work, and in others in Mexico City or other places.

The majority of the street railway companies in Mexico are owned by foreign capital, and in many cases the purchasing agents are in New York—not necessarily under the same name as the company itself; for instance, one firm in New York acts as agent for five separate street railway systems in Mexico, and this firm in turn maintains a branch in Mexico City.

Mining companies may buy their requirements through agents in the cities from which their general supplies are drawn, through agents in Mexico City, or in some cases may place indent orders through their representatives in New York; the most convenient method is adopted, and this depends largely upon the actual location of the mine.

Firms engaged in general construction work, and in the supply of lumber to small retailers and consumers, usually purchase through the representatives of producers in the United States. A number of American lumber firms have branch offices in Mexico City, who keep in close touch with the market and are in a position to supply all requirements at short notice. A certain number of the larger consumers import their requirements direct, and in the majority of cases shipment is by the all-rail route in carload lots. Agents are paid either a

salary or commission, the latter varying according to individual arrangements; 5 per cent seems to be an average amount, while in other cases the commission is based upon the quantity sold, irrespective of price.

Box shooks may be purchased locally, but the largest consumers (i.e., the oil companies) maintain purchasing offices in New York, through which the majority of their requirements are obtained; negotiations may, however, be conducted through the offices in Mexico City.

METHOD OF SHIPMENT

It is obviously impossible, on account of the high freight charges which would be necessary, to ship Canadian lumber by the all-rail route, and water carriage is the only method which deserves consideration. With the establishment of direct steamer service between Vancouver and the West Coast of Mexico, and the possible extension of this service to the East Coast, there appears to be no practical difficulty in the adoption of this method; in fact, investigations indicate that in many cases Canadian lumber could be delivered by this means at a cheaper price than at present paid, the difference in some cases amounting to several dollars per 1,000 feet. An important factor, however, is the distance of the consuming point from the sea coast; Canadian lumber could be delivered at competitive prices to points as far east as Guadalajara, and possibly to Mexico City, but to points in the northern interior, the advantage at present seems to rest with supplies from the Southern United States.

Very few firms in Mexico are in a position to purchase lumber in cargo lots, with the exceptions of those engaged in the supply of oil-well equipment, and the oil companies, which require large supplies of box shooks. In other cases, such cargo lots could be shipped only if it were decided to establish lumber yards at central points of supply, for sale to consumers in small lots.

FUTURE SOURCES OF SUPPLY

While it is obvious that Mexico will always obtain a portion of her timber requirements from native sources, an increased demand for imported timber may be anticipated. Imports for construction work have hitherto been supplied principally by long leaf yellow pine, with a certain proportion of short leaf yellow pine, and other varieties of softwoods in smaller quantities. It has been stated, however, that the yellow pine timber limits in the Southern States are rapidly becoming exhausted, and it is apparent that in the course of the next few years a new source of supply will have to be found. The only timber available for this purpose appears to be Douglas fir, which is already known in Mexico to a certain extent, but has not yet taken that position to which it is entitled by its qualities.

These facts indicate that within the next few years supplies of construction and other timbers will be drawn from the Pacific Coast of North America, and there is no reason why Canadian exporters should not make arrangements to take advantage of the opportunity which will then present itself.

CUSTOMS DUTIES

The tariff on ordinary lumber entering Mexico is as follows:—  
Frac. No.

136	Common wood for building purposes, sawn or planed into blocks, beams, planks and ordinary boards, 18 centavos Mexican currency per 100 kilos, gross, equal to Canadian currency per 100 pounds . . . . .	4.1 cents
136-a	Ditto if imported through customs houses in the states of Sonora, lower California and Sinaloa, 9 centavos Mexican currency per 100 kilos, gross, equal to Canadian currency per 100 pounds . . . . .	2.05 cents
137	Common wood for building purposes not specially mentioned, 20 centavos Mexican currency per 100 kilos, gross, equal to Canadian currency per 100 pounds . . . . .	4.55 cents
146	Box shooks . . . . .	Free



In addition to the above, there is a surcharge of 12 per cent upon the total duties mentioned for municipal and federal purposes, and an additional charge of 5 per cent on the invoice value of the material for certification of consular documents; the former is invariably paid by the importer, but the latter may be paid by either the exporter or importer as may be arranged.

Timber imported for the specific purpose of the construction of storage reservoirs of large capacity is admitted into Mexico free of duty (with the exception of the 5 per cent consular fee), subject to certain regulations. These regulations, however, have to be complied with by the purchaser, and are of no interest to the Canadian exporter.

#### GENERAL CONCLUSIONS

The market for imported timber in Mexico is well worthy of attention on the part of Canadian firms, and will become of greater importance as time goes on. At the same time, on account of the various methods adopted in purchasing, detailed investigation is required before business on a large scale can be built up. As a preliminary measure, it would be desirable for a prospective exporter to send a representative to the country in order to look over the ground and make a personal investigation of the possibilities; such a representative should be thoroughly familiar with the qualities of Canadian timbers and able to explain their advantages to prospective purchasers; a knowledge of Spanish is desirable, but not absolutely essential. A visit of this kind would not be expensive, the maximum cost not necessarily exceeding \$1,000, inclusive of trips to the various ports where certain branches of the trade are concentrated.

If it were decided that the opportunities of business justified further effort, it would be desirable to establish an agency at some central point, such as Mexico City, in the manner at present adopted by the larger shippers from the United States. Such an agent should be thoroughly familiar with the local market and methods of doing business, and should be placed in a position to travel throughout the country with the object of securing orders and keeping in touch with conditions. It would probably be necessary to maintain stocks at various centres such as Tampico, Veracruz, Guadalajara, and Monterey, and this might be arranged in conjunction with large dealers who now maintain yards suitable for the purpose.

With an organization of this character, adapted to local conditions as circumstances dictate, it appears likely that Canada could secure that substantial share of the trade to which her geographical situation and her natural resources entitle her.

#### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada, and Newfoundland, 285 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 24 Adelaide St. West, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 210 Winch Bldg., Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Union Bank Bldg., Winnipeg. Telegraphic address: "Wincom."

## TRADE CONDITIONS IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

### THE BUDGET

London, May 15, 1924.—Business generally has been fairly satisfactory, but in the absence of any particular development, interest has been principally centred upon the Budget as indicative of the fiscal intentions of the Government. As already known in Canada, there has been no reduction in income tax, and the Chancellor of the Exchequer is utilising a considerable portion of his anticipated surplus by decreasing the existing taxation on commodities which are mainly associated with the "breakfast table," and only one of which, sugar, is of any interest to Canada. While the preferential duty accorded to sugar grown and refined within the Empire still remains, its amount is drastically reduced, and this, combined with the revival of competition from Continental refineries, is likely to further restrict the considerable export trade in refined sugar to the United Kingdom which Canada has carried on in the past few years.

Upon the whole, the Budget has been favourably received, with the exception of the decision of the Government to abolish the so-called "McKenna duties" as from August 1 next. These duties which were imposed during the war, consist mainly of an ad valorem duty of 33½ per cent on imported pleasure automobiles and accessories (not including tires), musical instruments, clocks and watches, and films, from which goods made within the Empire are given a reduction of one-third. It is shown from published figures that the operation of these duties has been of great practical benefit to United Kingdom manufacturers of motor cars, notably of small cars. Similarly, the revival in the British piano industry has created increased employment, and the effect has also been favourable to the manufacture of clocks and watches.

The disappearance of the McKenna duties must be to the disadvantage of Canadian manufacturers of automobiles, because it entails the loss of the preferential reduction of duty which has enabled several of the manufacturers to build up an important export outlet in this country.

The prosperity in the piano trade has, however, been confined to the British manufacturers, and the importations of Canadian pianos during the past few years have been so insignificant that the withdrawal of the preferential consideration will be practically without effect.

### BRITISH EMPIRE EXHIBITION

The feature of outstanding interest to British trade and the trade of the Empire has been the opening of the British Empire Exhibition.

The impulse which the Exhibition is likely to give to Canadian export trade is being already foreshadowed by the increasing number of visiting Canadian business men who are applying to this office, and also consulting the other Trade Commissioner offices in this country, with the dual object of securing information about prospects in the home and export markets and of being placed in communication with importers who may be prepared to handle their goods.

It seems opportune to again call attention to the fact that, resulting from previous experience and a systematic canvass, the Trade Commissioners are in touch with several thousand responsible importers in the various cities of Great Britain and Ireland who are willing to consider offers of Canadian goods and whose requirements have been carefully classified, so that the Commissioners



are capable of rendering practical assistance to Canadian exporters who are unfamiliar with this market.

The magnificent display which Canada presents at the Exhibition is the subject of general admiration and congratulation, and cannot fail to attract increased attention to the great resources of the Dominion.

#### BRITISH INDUSTRIES FAIR

The last few weeks have also witnessed the holding of the annual British Industries Fair in London, at which, however, there were no Canadian exhibits, activities being naturally concentrated upon the Canadian Pavilion at Wembley. It was decided to postpone the Fair from the usual time in March to a date after the opening of the British Empire Exhibition, so that advantage could be taken of the presence of visitors to the British Empire Exhibition, and it is stated that this action has been justified by the increased number of overseas buyers who have attended the Fair.

### BUSINESS CONDITIONS IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, May 14, 1924.—In the Scottish iron and steel market inquiries for export are broadening, although a noticeable feature is that extended credits are demanded. Several of the big firms have good orders on hand on home railway account, but shipyard demand has fallen off. Steelmakers have lately found some difficulty in keeping their rolling mills in action, because shipyard troubles have prevented the shipbuilders taking delivery. As most of the Clyde shipbuilding and iron and steel industries are now closely allied, any stoppage in one branch is at once reflected on others. Continental competition has been largely suspended because, although Continental prices are still substantially below the British level, foreign makers are unable to give prompt delivery. The appreciable recovery in the French and Belgian francs is leading to more business in overseas markets for British makers. India has been a buyer of structural steel, but there is a decided shrinkage in inquiries for locomotives and railway plant. Sheetmakers continue to be very busy and have work ahead for some months.

Unabated activity continues in the Scottish coal fields, with much pressure for early delivery. Exporters are hard pressed to meet all overseas needs, as home industrial concerns and railways have been stocking up. The French railways and Scandinavian countries are eager buyers.

In general engineering business continues fairly active, some good contracts having been placed during the month. Two firms have received orders for the construction of two hundred passenger carriages for the London and North-Eastern Railway, and the North British Locomotive Company have received specifications for ten big locomotives of the Pacific type for Western Australia. The whole of the cement for the great new docks at Glasgow is to be supplied by a Wishaw firm. Many Russian orders are reported to be on offer to makers of agricultural machinery, but the question of payment seems to stand in the way of their acceptance. Some houses have, however, accepted contracts. Textile machinery makers are finding orders a little slow, although they are confident regarding the future. Several large overseas contracts are being tendered for, among them one for the plant for the Rand Water Board, and another for structural steel for the big power station at Johannesburg.

In shipbuilding a fair number of orders for mercantile tonnage have been placed along the Clyde. There are now 142 vessels under construction in Clyde yards, as against 108 a year ago.

## ULSTER LINEN AND FLAX

Mr. G. B. Johnson, Canadian Trade Commissioner in Glasgow, writes under date May 14, 1924, that on the whole business in the Ulster linen and flax industry is somewhat quieter than a month ago, but as a matter of fact inquiries have been so pressing that manufacturers have asked to be excused from giving quotations for certain classes of goods. This in turn has helped to create the feeling that prices are still on the up-grade. Active movement and increased turnover are still the chief characteristics at Belfast. Exports for the first quarter of the year show considerable expansion. Piece goods shipped during this period totalled 29,724,000 square yards as against 21,945,000 square yards for the corresponding period of last year. As compared with other textiles, all-flax fabrics, even at the latest quotations, still look cheap. Of the Empire markets, Canada shows the largest expansion in consumption of linens. The demand for linen handkerchiefs from the United States has been extraordinary. The small parcels of flax offering in the various markets have a ready sale at ever-hardening prices, which of course influence spinners' quotations. Some of the better Russian flax is quoted around £150 a long ton, or over 29 Canadian cents a pound, with Belgian, Dutch, and Irish flax at corresponding rates for any small parcels that remain of the season's supply.

## INTERESTING LEGAL DECISION IN ENGLAND AFFECTING CONTRACTS

TRADE COMMISSIONER J. FORSYTH SMITH

Liverpool, May 13, 1924.—A legal decision referring to f.o.b. and c.i.f. contracts, which will be of special interest to apple exporters, and which unfortunately appears to deal a definite blow at the safety of sales of a perishable commodity, on a cash against documents basis, has just been rendered in a Liverpool case.

It has been held in the past that the proper way to regard a c.i.f. contract is that it is a sale not of goods but of documents, and that therefore the contract has been completed and the transaction closed when cash has been paid for the documents which entitle to delivery of the goods, no option being given of rejecting after inspection. A decision adverse to this view was given in 1901, when, in an important case of a c.i.f. contract, it was held that "the buyers, though they may have paid against documents, are not therefore precluded from rejecting the goods if, on examination after arrival, they are found not to be in accordance with the contract."

In the Liverpool case just decided this principle as referring to c.i.f. contracts has been extended to apply also to f.o.b. business. In this case, a Spanish exporter sold a cargo of goods f.o.b. to a Liverpool importer. The goods were to be paid for at the Spanish port of Taragona. The documents of title arrived in England before the goods, and the purchase price was duly paid before inspection. The purchaser afterwards, finding that they were not satisfactory, refused to accept them, and claimed the return of the price. The seller, on the other hand, claimed that the buyer had no longer a right to reject, because the contract was on f.o.b. terms, and that failure to inspect at the port of shipment constituted legal acceptance. The Divisional Court took the view, however, that the buyer cannot be held to have accepted the goods merely by physical acceptance of and payment for them, by his shipping agent at the port of shipment, and that, in such f.o.b. cases, he retains the right of rejection after arrival at destination.



## COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

### Record Mineral Output for New South Wales, 1923

Sydney, April 10, 1924.—The output of minerals in the state of New South Wales for the year 1923 was valued at £16,291,416. This constitutes a record for the state, being an increase in value of £2,016,646 as compared with 1922, and is £1,872,064 in excess of the value of production in 1916, which was the highest previously recorded. Practically every branch of the mining industry showed increased yields, the greatest advances being in the quantities of silver, lead and zinc ores won.

During the year 32,969 persons were employed in and about the mines of the state, an increase of 1,792 as compared with 1922. Notwithstanding industrial troubles on the coal fields, the quantity of coal wrought during the year amounted to 10,478,513 tons, and this tonnage was only slightly exceeded in two previous years. This total was largely helped by the large demand for coke required in connection with very active operations in the steel smelting industry. Silver lead production totalled £4,658,514, an increase of £636,948 over the previous year. The manufacture of Portland cement steadily shows a regular increase, the output for 1923 being valued at £1,025,687. Gold, on the other hand, has shown a regular decrease, and the past year was no exception.

### Export of Rabbit Skins from New South Wales

The scarcity of furs overseas, and the fact that the once despised rabbit skin is now made up into very good imitations of more valuable furs, has caused a substantial rise in the Australian rabbit skin market.

The demand this season has come earlier than is customary. Oversea buyers usually wait a few months later until the weather is colder and the animal grows heavier fur. Present prices are practically double those of a year ago, and in many of the country districts the trade is already very heavy. Exports of rabbit skins last year were about one-half those of 1922, but the late part of the season has been so excellent and the furs so good that it is anticipated this year's figures will be greatly in excess of those of last year.

Some idea of the immense number of rabbits in Australia may be gained from the fact that in one year Australia has exported over 100,000,000 rabbit skins. This happened in the 1919-20 season, when 127,542 cwt. were exported, and as seven skins go to the pound on the average the total exceeded the figures before mentioned.

### Reported Find of Valuable Mica Deposits in Central Australia

The discovery of what is stated to be one of the largest mica deposits in the world was recently announced. It is stated to be located 150 miles north-west of Alice Springs, which is situated almost in the centre of the Continent of Australia, and is consequently in a most inaccessible position. Oodnadatta is the nearest railway station, and that is 500 miles away.

### Imports of Motor Cars into Australia

The constant development of motor power in Australia is reflected in the largely increased imports of motor vehicles and oils. North America is the chief source of supply, but Great Britain, France, Italy, and other Continental nations are rapidly becoming more prominent in import statistics. Recently three steamers arrived from North America en route to the chief Commonwealth ports with an aggregate of 2,309 motor cars in addition to a large number of motor tractors, motor cycles, and spare parts.

## THE ITALIAN SITUATION

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, May 8, 1924.—Confirmation of the gradual economic and financial betterment experienced by Italy during the year 1923 is contained in the annual reports which have been recently issued by the leading banks. The reduced needs of the Treasury made possible the release of liquid assets, with the result that Government and industrial securities have risen in value and national savings have been increasingly invested in agricultural and industrial development.

Agricultural exports are rapidly approaching the pre-war standard, while exports of manufactured goods continue in excess of 1923 figures. Industries which have shown the greatest recovery include the electrical trade, sugar refineries, artificial silk mills, glass works, automobile and aeroplane factories, hemp and jute textile mills, and vegetable oil mills. Marked improvement has also been recorded in the metal, engineering, chemical, pottery, and paper trades, although these industries are not yet working at anything like full capacity. The wool, cotton, and silk textile industries have experienced alternate periods of depression and activity, while difficulties have been experienced in the wine-making, rice-growing, milling, tanning, and shoemaking industries, and acute depression has been felt in the shipbuilding yards. Restricted demand and lack of sufficient working capital are almost invariably responsible where depression is being recorded.

In carrying out its fiscal policy, the Mussolini administration has extended the basis of taxation without raising the rates. The income and personal property taxes have not been raised, but the number of taxpayers has been increased by 152,515 units in 1923. The sales tax levy has not been raised, but its application has been so altered as to increase the yield, although foodstuffs and fuel have been exempted from its provisions. The land and house tax is levied at reduced rates but on revised valuations, and industrial expansion is fostered by exempting from income tax revenue derived from foreign branches of Italian industries, and encouragement is given to the investment of foreign capital in Italy by granting exemption from taxation to interest on Italian bonds held abroad, and on foreign loans made for approved purposes.

State revenue amounted to 15,617 million lire during the period July, 1923, to March, 1924, as compared with 12,320 million lire for the corresponding period 1922-23. Note circulation on March 1 amounted to 16,380 million lire, as compared with a total of 16,322 million lire on February 20, and bills discounted registered an increase of 77 million lire during the same period. The lire in relation to the dollar has remained remarkably steady during the past month, fluctuating between 22.20 and 22.45 to the United States dollar. Of the ninety stocks listed on the Milan Bourse during the month of April, thirty appreciated 2,337 points, fifty-four depreciated 1,201 points, and six remained stationary. Principal among the stocks showing increased valuations were cotton, wool and linen textiles, artificial silk, and motor stocks, while rubber and oil shares showed sharp reductions.

## SOUTH AFRICAN FRUIT SHIPMENTS

The High Commissioner in London for the Union of South Africa reports that, according to cable advice received from the Department of Agriculture, Pretoria, 58,950 cases of fresh fruit and 7,209 boxes of dried fruit left Cape Town on 4th April for United Kingdom and Continental ports. The fresh fruit included: grapes, 15,680 cases; pears, 37,683 cases; apples, 1,885 cases; pines, 1,971 cases; while the dried fruit was composed of 3,598 boxes of raisins and 3,611 boxes of sultanas.



## BUSINESS AND FINANCIAL CONDITIONS IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, May 6, 1924.—*Imports of Canadian Goods.*—The imports of Canadian products for February show a heavy increase over those of January, i.e., \$2,292,348 against \$1,534,499. Of this figure, wheat, barley and oats were responsible for \$2,034,059. The advance press bulletins of the Dominion Bureau of Statistics show names of other imports as follows: canned salmon, \$42,821; fresh pork, \$10,872; bacon and hams, \$20,000; automobiles, \$9,782; lobster, canned, \$2,500; tire casings, \$1,161; inner tubes, \$107; rubber boots, \$88; wheat flour, \$360; oatmeal, \$990.

*April Arrivals.*—Arrivals of goods shipped from Canadian ports as shown in April cargoes landed here include: 65,176 bushels and 23,943,087 kilos of wheat; 1,882,318 bushels of oats; 12,320 sacks of sugar; 9,229 bales of hops; 5,000 packages of lard; 4,809 bars of copper; 209 cases of cheese; 205 barrels of flour; 125 cases of canned lobster; 2,004 cases of canned salmon; 500 cases of sardines; 4,300 sacks of rolled oats; 613 cases of meats; 15 cases of bacon; 177 bales and cases of tobacco; 38 cases of autos; 3,320 sacks of asbestos; 147 bales and 1,000 parcels of leather; 21 drums of acetone; 52 cases of farm forks, and 289 packages of agricultural implements.

*General Import Situation.*—The movement in the Canadian dollar, which descended from 29.55 francs on March 9 to 17.21 francs on April 23, while very favourable to Canadian exports in the general sense of lowering our prices, had yet the temporary effect of stopping all buying, the importer declining to buy on a falling dollar. Since April 23 there has been a marked stiffening in the Canadian dollar here which should prove favourable to imports from Canada. The present time is, relatively speaking, a very favourable moment for Canadian firms to investigate the possibilities of this market.

At the present exchange, most of the articles reported on from time to time by this office are again saleable. Many firms in Germany, Holland and Austria are reported to be in difficulties owing to the increased value of the franc which they have sold short. No notable failures have yet resulted in Belgium, but it is understood that the settlements for the end of May and June are yet to be met. The improvement in the franc is generally attributed to the American and British loans to France, the new French taxes and the possibility of a European settlement arising from the report of the Dawes Committee.

In financial and commercial circles, while a return to 30 francs to the dollar is not looked for, it is thought likely that a considerable reaction will be experienced, probably after the end of June when the three months' contracts will be liquidated. If the plans of the Dawes Committee are put into effect immediately, this would of course modify the situation.

*Industrial Situation.*—The further rise in the franc up to April 23 has increased the difficulties of Belgian exporters. In the iron and steel business, the process of re-adaptation will take some time unless a reaction in exchange improves the export outlook. The position of the industry is, however, strong, as during the last two years it has been enjoying an enviable prosperity. In the coal market business is satisfactory, although less active than last month.

In textiles, the collapse of foreign exchanges was keenly felt. Prices of flax fell 100 to 150 francs per bale, and transactions are almost negligible. The cotton thread business is also greatly embarrassed. Weavers have orders on hand for several weeks to come; after that the situation is uncertain.

In the glass industry the situation is excellent.

*Stock Exchange.*—On the Stock Exchange, the fall in prices continued during the month, but the crisis on the 15th was successfully passed. It is felt, however, that the worst has passed and the slight stiffening in foreign exchange registered towards the end of the month has had a beneficial effect on industrial stocks which quickly reflect plus values in the £ particularly.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### United Kingdom Tariff Changes

With reference to the notice in *Commercial Intelligence Journal* No. 1059 (May 17, 1924, page 597) respecting United Kingdom tariff changes, attention is drawn to the fact that the rates of duty quoted for tea, coffee, cocoa, chicory, sugar, and dried fruits, are those of the general tariff. The British preferential tariff is in each case one-sixth lower than the rates quoted. The heading, "dried fruits," in this case comprises figs, plums (commonly called French plums and prunelloes) including greengages, damsons, mirabelles, and dried apricots, plums dried or preserved not otherwise described, prunes, and raisins.

### Tariff Changes in India

Mr. H. A. Chisholm, Canadian Government Trade Commissioner in Calcutta, has forwarded a copy of certain changes in the Indian tariff schedules, among them being the following: Spraying machines used for agricultural purposes, and component parts thereof, as defined, free of duty; rubber tires and tubes used exclusively for aeroplanes,  $2\frac{1}{2}$  per cent ad valorem; undipped splints such as are ordinarily used for match making,  $4\frac{1}{2}$  annas per pound; veneers such as are ordinarily used for making match boxes, including boxes and parts of boxes made of such veneers, 6 annas per pound. Rupee (16 annas) equals  $31\frac{1}{4}$  cents.

### The Argentine Customs Tariff

Mr. E. L. McColl, Canadian Trade Commissioner at Buenos Aires, has forwarded the Department of Trade and Commerce a copy of the customs tariff of the Argentine Republic, 1924, compiled and translated by George Wilson-Rae, and which contains considerable explanatory material not found in official editions of the tariff. Any person desiring a copy is advised to communicate with the Canadian Trade Commissioner at Buenos Aires. The cost of the book is \$10, Canadian money, postage paid. Firms interested in Argentine customs duties are also reminded that the Argentine tariff, with amendments, as issued by the International Customs Tariffs Bureau, Brussels, Belgium, has been distributed by the Department to many Customs Houses, Boards of Trade, etc., in Canada and may be examined at these centres. Interested parties may also obtain information on Argentine customs duties by applying direct to the Department of Trade and Commerce, Ottawa.

### Customs Regulations of British Honduras

Revised regulations governing the entry of goods into British Honduras under the British preferential tariff will come into force on September 1, 1924. The form of invoice and certificate of value and of origin are based on the Imperial Customs Conference forms (see F.T.D. Leaflet No. 32 issued by the Department of Trade and Commerce). The following changes have been made in the standardized forms:—

In the form of invoice omit column headed "Current Domestic Values" and the list of charges relating to freight, packing, etc., at the foot of the invoice; the column headed "Country of Origin" is to be completed only where preferential rates of duty are claimed;



in paragraph 2 of the certificate of value omit the opening words, "That no different invoice of the goods mentioned in the said invoice has been or will be furnished any one," also paragraphs 3 and 4 of the certificate of value; in the certificate of origin the paragraphs are numbered 3, 4, and 5 instead of 5, 6, and 7, and the following note of instruction appears after paragraph 4 in the certificate of origin: "In the case of goods which have at some stage entered into the commerce of or undergone a process of manufacture in a foreign country only that labour and material which is expended on or added to the goods after their return to the British Empire country shall be regarded as the produce or manufacture of the British Empire country in calculating the proportion of British Empire country labour and material in the factory or works cost of the finished article."

The foregoing regulations will supersede the regulations of January 26, 1921. It is understood that at present the customs authorities in British Honduras have discretion as to what forms will be accepted and that the Imperial forms in their entirety, such as set forth in F.T.D. Leaflet No. 32, are satisfactory.

### Exporting Cut Flowers to the United States

Quarantine 37 of the United States Department of Agriculture, which went into effect in 1919, prohibiting the importation of nursery stock into the United States unless a permit was secured from the Federal Horticultural Board, Washington, D.C. There was no restriction, however, on the importation of cut flowers. On May 8, 1924, a new ruling was issued to the effect that "cut flowers, and decorative plant materials whose parts are capable of being used for propagation, shall be included under the restrictions of the quarantine" and these may not be exported to the United States unless special permission is secured from the Federal Horticultural Board. The list of plants now excluded as being capable of propagation are: "Boxwood sprays, Cape jasmine flowers, Lemon verbenas sprays, Myrtle sprays, Rose geranium sprays, Rose flowers of all kinds, Pussy willow stems, Lilac flowers of all kinds." Exporters in Canada intending to ship cut flowers to the United States should communicate with the above Board before forwarding their consignments in order to avoid disappointment.

Cut flowers of chrysanthemum, aster, cosmos, zinnia, hollyhock, gladiolus, and dahlias; oat and rye straw, and celery, green beans in the pod, beets with tops, spinach, and rhubarb may not be exported from the province of Ontario to points in the United States unless they are accompanied by a certificate certifying they are free from the European corn borer. Exporters desiring further information on these points should communicate with the Secretary, Destructive Insect and Pest Act Advisory Board, Department of Agriculture, Ottawa.

### TRADE IMPROVEMENT IN COSTA RICA

During the present year increased trade is anticipated in Costa Rica, says London *Chamber of Commerce*. The coffee crop promises to be unusually large, and, with the exceptionally high prices this product has been commanding, considerable importations of general commodities should follow. Owing to the earthquake an importation of building materials will be necessary, but the damage for the most part is of such a nature as to be covered by repairs. The Pacific Railway has suffered considerably, which will necessitate great importations via Port Limon and Caribbean ports, although repairs to the Pacific line have now practically restored traffic communication. It is announced that for the purpose of assisting reconstruction the Secretary of the Treasury will introduce a Bill permitting the free importation of all building materials until January 1, 1925.

## CERTIFICATES OF ORIGIN FOR PARCEL POST SHIPMENTS TO BRITISH HONDURAS

A Government notice, issued on March 27, 1924, states that the following short form of certificate will, in general, be accepted as satisfactory evidence of origin for admitting into British Honduras at the preferential rates of duty postal parcels arriving from the United Kingdom and British Possessions where the contents are not merchandise for sale and do not exceed \$50 in value:—

“The contents of this package are not merchandise for sale, and every article herein to the extent of at least one-fourth of its present value is bona fide the produce or manufacture of ..... (name part of British Empire).

Dated at ..... this ..... day of ..... 19..

(Signature of Sender.)

The notice adds that, where parcels received by parcels post or letter post are not accompanied by the above certificate, and the Collector of Customs is satisfied that the contents thereof are not merchandise imported for sale, and, from the description of the contents, that the articles are evidently of British Empire origin, Customs duty will be charged according to the lower or preferential rate of duty.

## TENDERS INVITED

### New Zealand

Auckland, April 28, 1924.—Copies of specifications have been received from the Canadian Government Trade Commissioner at Auckland for equipment for the Public Works Department, and the Post and Telegraph Department, Wellington. These specifications are open for inspection at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, and the Stores Manager, Post and Telegraph Department, Wellington, in accordance with these specifications.

### PUBLIC WORKS DEPARTMENT

#### Mangahao Power Scheme

No.	Date of closing	Particulars
744	July 1, 1924	Section 131.—20 tons galv. hoop iron, suitable for earthing strip, No. 16 S.W.G. 1½ inches wide to be supplied in ¼-cwt. coils.
745	July 1, 1924	Section 130.—100 miles galv. steel cable as specified.
747	July 1, 1924	Section 126.—Transmission line hardware: 11,000 eyebolts 8-inch by ¾-inch, Dwg. Z. 219; 4,000 hanger brackets, Dwg. Z. 219; 300 “U” bolts and nuts, Dwg. Z. 181; 16,000 pole steps, Dwg. Z. 181; 39,000 washers; 1,500 coach screws; 6,720 bolts and nuts hex. head, hex. nut, round shank.
S.M. 199	July 1, 1924	Section 133.—300 miles aluminium steel cable; 2 sets jointing tools and jointing sleeves; 600 lbs. .05-inch by 3-inch flat armour wire; 1,200 parallel groove clamps for aluminium steel cable.
S.M. 198.	July 1, 1924	Section 127.—3,500 suspension insulator-strings complete with all ironwork for attaching to eyebolt in crossarm; 650 strain insulator-strings complete with all ironwork for attaching to eyebolt in crossarm; 550 tie-down insulator-strings (double strings) complete with all ironwork for attaching to eyebolts in crossarms.

### POST AND TELEGRAPH DEPARTMENT

Indent 6168	June 18, 1924	5 tons wire, galv., binding, 60 lb. per mile to specification. (N. 342); 5 tons wire galv. iron, 400 lbs. per mile, to specification. (N. 338); 30 miles wire galv. stranded steel, suspension, 7/11, to specification (O. 288); 60 miles wire, galv. stranded steel, suspension, 7/13, to specification (O. 289).
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## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MAY 26, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 26, 1924. Those for the week ending May 19, 1924, are also given for the sake of comparison.

	Parity		Week ending May 19, 1924	Week ending May 26, 1924
Britain .. . . .£	1.00	\$4.86	\$4.44½	\$4.4114
France .. . . .Fr.	1.	.193	.0559	.0554
Italy .. . . .Lire.	1.	.193	.0452	.0449
Holland .. . . .Florin.	1.	.402	.3808	.3798
Belgium.. . . .Fr.	1.	.193	.0477	.0473
Spain.. . . .Pes.	1.	.193	.1413	.1395
Portugal.. . . .Esc.	1.	1.08	.0317	.0304
Switzerland .. . . .Fr.	1.	.193	.1805	.1794
Germany.. . . .Mk.	1.	.238	.....	.....
Greece.. . . .Dr.	1.	.193	.0208	.0203
Norway .. . . .Kr.	1.	.268	.1416	.1411
Sweden .. . . .Kr.	1.	.268	.2703	.2697
Denmark .. . . .Kr.	1.	.268	.1725	.1706
Japan.. . . .Yen	1.	.498	.4120	.4110
India .. . . .R.	1.	2s.	.3147	.3121
United States.. . . . \$	1.	\$1.00	1.0175	1.0175
Mexico .. . . . \$	1.	.498	.4909	.4884
Argentina .. . . .Pes.	1.	.424	.3345	.3324
Brazil.. . . .Mil.	1.	.324	.1106	.1091
Roumania .. . . .Lei	1.	.198	.....	.....
Jamaica .. . . .£	1.	4.86	4.4591	4.4025
British Guiana .. . . \$	1.	1.	} .9081—.9386	} .9008—.9312
Barbados .. . . . \$	1.	1.		
Trinidad .. . . . \$	1.	1.		
Dominica.. . . . \$	1.	1.		
Grenada .. . . . \$	1.	1.		
St. Kitts.. . . . \$	1.	1.		
St. Lucia.. . . . \$	1.	1.		
St. Vincent .. . . . \$	1.	1.		
Tobago .. . . . \$	1.	1.	} .7338	} .7422
Shanghai, China .. . . Tael	1.	.708		
Batavia, Java .. . . .Guilder	1.	.402		
Singapore, Straits Settlement .. . \$	1.	.567		
			.5214	.5176

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

662. BUTTER AND CHEESE, ETC.—Glasgow commission agent, who until recently represented a Danish company shipping butter and cheese to the Scottish market, and who appears to have a good connection with the trade in Glasgow and other Scottish centres, desires to represent a good Canadian company who would like an agent in the Scottish market. Would also consider acting for shippers of eggs and bacon.

668. GRAIN.—A Bristol grain importing house would like to hear from a Vancouver firm of grain exporters with a view to West of England representation.

### Miscellaneous

663. COD OIL.—A London firm, having received from New Zealand an inquiry for Canadian cod oil suitable for use in the leather industry, would be glad to receive prices and samples from Canadian producers.

664. PAPER.—A reliable manufacturers' agent in Jamaica would like to represent a Canadian manufacturer of straw paper.

665. HARDWARE OF ALL DESCRIPTIONS.—A large established firm of importers of all kinds of hardware, in Copenhagen, desires to receive catalogues and correspondence from Canadian manufacturers.

666. SOLID NICKEL COOKING UTENSILS.—An important organization, which maintains a system of multiple shops in the South of England, asks for the names of Canadian manufacturers of solid nickel cooking utensils and is prepared to receive illustrated catalogues, with lowest prices c.i.f. London.

667. COBALT, NICKEL AND COPPER ORES.—A firm in Hamburg wish to get in touch with Canadian producers of cobalt, nickel and copper ores and waste, who are not already represented in the German market.

669. HIDES, SKINS, FURS, ETC.—A London commission agent desires to secure the representation of Canadian exporters of hides, skins, furs, etc.

670. LEATHERBOARD.—A Swansea importing house desires quotations from Canadian manufacturers of leatherboard, size 24/38, caliper .095 and .075. Number of sheets per cwt. to be given. Quotations to be c.i.f. Swansea in sterling.

671. CONTAINER BOARDS.—A Swansea importing house desires quotations on container boards. Full particulars as follows: This container board is not required for foodstuffs but for packing other materials. They require a cheap board that would have to be covered with a solution of wax in order to make waterproof. Size to be 24/38, caliper .095 and .075. When forwarding quotations c.i.f. Swansea in sterling the number of sheets per cwt. should be given. Considerable quantities are likely to be required if price suitable.

### SWEDISH BUSINESS CONDITIONS

An interesting survey of business conditions in Sweden, together with reviews of banking and the staple industries of the country for the first quarter of the present year, is given in the *Swedish Economic Review* (Stockholm). It appears that there have been few changes in Swedish industrial and commercial conditions. Production and employment have on the whole remained at a fairly satisfactory level, but returns from industrial undertakings are still below the normal. It is true, however, that a slight improvement in this respect has taken place recently, the influence of which has caused industrial shares to recover to some extent on the Stock Exchange. The reappearance of Russia as an exporter of timber goods has reacted to some extent on the Swedish timber sales, but the effect both of this and of Finnish competition was less felt in February and March. During these months Swedish sales, principally to Great Britain and France, were considerable, and the prices obtained satisfactory. Total exports of sawn timber from Sweden during last year were 925,000 standards, as against 1,027,000 standards in 1922. Adverse factors have also told upon the economic results of the wood-pulp industry, but of late both England and the Continent have made considerable purchases of strong sulphite, and there is still a brisk demand for strong sulphate in the United States, which takes 75 per cent of this product. The condition of the market for wet mechanical pulp is less favourable. During the first months of the present year production in the iron industry was proceeding at a higher level, but market conditions are not now very favourable. There is a restriction of activity in the textile industries, owing in no small degree to the great rise in prices of raw materials which took place in the second half of last year. Conditions in the mechanical industry still continue more or less unsatisfactory, and at present production amounts only to 75 per cent of pre-war output. It is satisfactory to note, however, that of late Swedish imports of raw materials have increased and this may be taken as a sign that confidence in the future is returning in manufacturing circles.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Overseas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru: Its Development and Commercial Opportunities (1923.) (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.  
Census of Prairie Provinces (1916).  
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).  
Year Book of Canada.  
Report of the Dominion Statistician, Annual.  
Trade of Canada (Imports and Exports), Annual and Monthly.  
Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires, Cable Address, Canadian.

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. Cable Address, Canadian.

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. Cable Address, Canadian.

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. Cable Address, Canadian.

#### British West Indies

H. R. Poussette, Port of Spain, Trinidad. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela).

James Cormack, 17 Port Royal street, Kingston, Jamaica. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central Domingo, Central American States, Colombia, Bermuda and the Bahamas). Cable address, Cantracom.

#### China

J. W. Ross. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. Cable Address, Cancoma.

#### Denmark

B. S. Webb, Raadhuspladsen 45, Copenhagen. Cable Address, Canadian. (Territory covers Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. Cable Address, Cancomac.

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. Cable Address, Mapleleaf. (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. Cable Address, Watermill.

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. Cable Address, Canadian.

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan. Cable Address, Canadian.

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230; office, 504 Osaka Shosen Kaisha Building, Kobe. Cable Address, Canadian.

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. Cable Address, Cancoma.

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union Buildings, Customs street, Auckland. Cable Address, Canadian.

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O. Box 683; office, Westminster House, Adderly street, Cape Town. Cable Address, Cantracom.

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) Cable Address, Canadian.

#### United Kingdom

Harrison Watson, 73 Basinghall street, London, E.C.2, England. Cable Address, Sleighing, London.

J. E. Ray, 4 St. Ann's Square, Manchester. Cable Address, Cantracom.

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. Cable Address, Cantracom.

Douglas S. Cole, Sun Building, Clare street, Bristol. Cable Address, Canadian.

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Ireland.) Cable Address, Cantracom.

#### United States

Frederic Hudd, 44 Whitehall street, New York City. Cable Address, Cantracom.

### CANADIAN COMMERCIAL AGENT

#### Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. Cable Address, Dominion, London.

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. Cable Address, Stadacona, Paris.

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.



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# Commercial Intelligence Journal

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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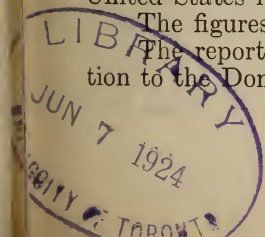
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## PRELIMINARY STATEMENT OF TRADE OF CANADA, 1923-24: FORTHCOMING PUBLICATION

The Dominion Bureau of Statistics is about to issue the Condensed Preliminary Annual Report of the Trade of Canada for the fiscal year ended March 31, 1924. In former years this report was first published in the *Commercial Intelligence Journal* and subsequently issued as a separate pamphlet. On account of the necessity for compression in the *Journal* and the increased size of the report, such an arrangement was not possible this year.

This preliminary report is designed to present, in condensed and handy form, a precis of Canadian trade statistics as at the close of the fiscal year ended March 31, 1924. The review of the year's trade, and of Canada's present position among the great commercial nations of the world, is followed by historical tables showing Canadian imports and exports from Confederation down to date. The trade of the last three years is then analyzed by main groups and by countries, and that of the latest year by both main groups and countries. Finally, there are tables detailing the trade in all principal commodities for the three latest years, together with the trade with the United Kingdom and the United States for the two latest years.

The figures for 1924 are preliminary; those for earlier years are final. The report will be available in about a week and may be had on application to the Dominion Bureau of Statistics, Ottawa.



## TRADE COMMISSIONER D. H. ROSS'S ITINERARY IN CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, is at present engaged on a business tour of the Dominion on behalf of Canadian export trade to the Commonwealth. The following is the second part of his itinerary:—

Pembroke . . . . .	June 9	Brantford . . . . .	July 17 to 18
Renfrew . . . . .	June 10	Galt . . . . .	July 21
Ottawa . . . . .	June 11 to 15	Guelph . . . . .	July 22
Prescott . . . . .	June 16	Kitchener (Waterloo) . . . . .	July 23 to 24
Brockville . . . . .	June 17	Stratford . . . . .	July 25
Belleville . . . . .	June 18	Woodstock . . . . .	July 26
Oshawa . . . . .	June 19	Ingersoll . . . . .	July 28
Peterborough . . . . .	June 20	London . . . . .	July 29 to 30
Toronto . . . . .	June 22 to July 5	Windsor, Walkerville and Ford City . . . . .	July 31 to Aug. 2
Hamilton . . . . .	July 7 to 12	Chatham . . . . .	Aug. 4
St. Catharines . . . . .	July 14	Ottawa . . . . .	Aug. 5
Welland . . . . .	July 15		
Niagara Falls . . . . .	July 16		

Firms in Toronto who desire to be brought into touch with Mr. Ross, or to interview him, should address their communications to him c/o Secretary, Canadian Manufacturers' Association, or to the Secretary, Board of Trade, in that city, and for other cities in the above itinerary, to the Secretary of the Board of Trade in the several centres.

## CANADIAN MAIL TO CHINA DESTROYED BY FIRE

Mr. J. W. Ross, Canadian Trade Commissioner at Shanghai, writes under date May 2, 1924, that the Admiral Line steamer *President Madison*, which left Seattle and Victoria, B.C., on April 14, 1924, and arrived at Shanghai on May 1, carried a certain quantity of Canadian mail. After leaving Kobe, Japan, on its way to Shanghai, a fire was discovered in the hold containing the mail, and a considerable number of the letters were destroyed. The object of this report is to state that in case correspondents in Canada had posted mail about this date, and have not received replies thereto, they will understand the reason.

## FIRST TRADE RETURNS OF THE IRISH FREE STATE

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, May 21, 1924.—The first trade and shipping statistics of the Irish Free State since it became a fiscal unit, separate in these matters from Great Britain and Northern Ireland, have now been published, and it is now possible to obtain a clearer picture of the external trade of the country. The statistics published are those for January and February of the present year.

Although the figures for these two months are not a true reflex of the trade of the whole year—for instance butter is a very small export in proportion to a year's shipment—they are nevertheless instructive. Thus in the two months under review the imports totalled over £10,000,000 sterling, whilst the exports were only £7,524,000. Adding the re-exports, the adverse balance was about £2,000,000. The imports from Great Britain—the Free State's principal source of supply and her largest market—were £7,135,000 and the exports to Great Britain £6,408,000. There was also a slight adverse balance in trade with the Six Counties (Northern Ireland). Sweden and Norway were the sources of supply for considerable values of paper and timber, Holland for sugar, Germany for raw jute, clocks and watches, paper, musical instruments, etc.

It will be noted that the imports from Great Britain were about four and a half times as great as those from all other countries put together, and the exports to Great Britain were over seven times as great as to all other countries combined.

The chief interest to Canadian readers is a comparison of the trade of the Free State with the United States and Canada, as the exports of these two



countries to Ireland are in the main in the same commodities. Imports from the United States for the period under review were valued at £395,078, and those from Canada £225,200. On the basis of the ratio of population—taking it as 11 to 1—Canada's shipments to the Irish Free State were over six times as great as those of the United States. In the case of wheat the two countries furnished almost equal values—£115,000 worth from the United States and £112,000 from Canada. Canada supplied over £6,000 more of flour and wheat-meal than the United States, the figures being £56,800 and £50,300 respectively. In oats the United States supplied to the value of £1,500 worth and Canada £14,600; and in oat products the United States £22,300 and Canada £30,175. The total figures of the United States exports are raised by the great diversity of the products shipped, of which the principal, in addition to those already mentioned, included cottonseed cake and meal £39,000, hops £17,000, lamp oil £55,000, and gas oil £10,000.

## DEMAND FOR SILVER SPRUCE IN THE WEST OF ENGLAND

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, May 22, 1924.—There is an opening in the West of England for a really first-class British Columbia mill that can supply silver spruce which meets the requirements of United Kingdom importers. Such stocks of silver spruce would be required not only at Avonmouth, where delivery can be made by the Canadian Government Merchant Marine via Panama, but also in London and Liverpool. This stock is used largely for aeroplane construction: on the outskirts of Bristol is located one of the largest plants for manufacturing aeroplanes. Specifications required are 3 to 6 inches thick, 6 to 12 inches wide, 18 feet and up long, admitting 10 per cent of 12 feet and up long.

With regard to the method of shipping this stock, it is desired in two different gradings, namely slash grain, which is the ordinary cut, and also in vertical grain, which is at a premium. For slash grain stock, the price ruling to-day c.i.f. London for the specification named in the grade of No. 2 Clear and Better, is \$115 per 1,000 feet, including the 2½ per cent discount to buyer, and 4 per cent dealers' commission on c.i.f. value.

With regard to the vertical grain stock, the price ruling to-day is \$130 per 1,000 feet, same terms as stated above.

The principal Bristol firm interested state that they have cleared out 200,000 feet of this stock during the past month for silver spruce shipped from Washington on the Pacific coast, but that they would prefer to do business from a Canadian source where the silver spruce is just as suitable as that shipped from the United States.

## MAPLE BLOCKS

There is also a demand for prime maple blocks, size required in this case being 1½ inches by 3 inches by 9 inches. Quotations forwarded to the Canadian Trade Commissioner at Bristol will be placed promptly before the trade.

## FERTILIZER EXHIBITION IN SHIMONOSEKI, JAPAN

A fertilizer exhibition under the auspices of the Governor of Yamaguchi Prefecture will be held in August next at Shimonoseki, which is one of the centres of the fertilizer business in Japan. Canadian firms interested in the export of fertilizers to Japan are invited to communicate with and forward samples, catalogues, posters and any other advertising material to the Director of Yamaguchi Commercial Museum, Shimonoseki, Japan.

## PRESENT OUTLOOK FOR FLAX

Mr. G. B. Johnson, Trade Commissioner in Glasgow, writes under date May 21, 1924, that the acreages put under flax in the United Kingdom and on the Continent in 1923 showed increases over the year 1922, but unfortunately owing to bad weather conditions at harvesting time part of the crops were spoiled and the quantity lowered. In Russia the estimate for the 1923 crop was reduced by about 20 per cent owing to bad retting conditions. During the season a strong demand sprang up for tow yarns, principally for dress goods, and the prices of raw material naturally advanced, Irish flax beginning in October, 1923, at 10s. to 14s. per stone (16 cents to 22 cents a pound), till to-day's height of 16s. to 20s. 6d. per stone (25 cents to 32 cents a pound). Russian flaxes have risen about £50 per long ton from the lowest. On the Continent flax and tow values have varied enormously, partly owing to fluctuations in exchange, but demand all over has been extremely good.

For this season's flax crops, increases of 25 per cent are expected for Ireland and Holland, and 100 per cent each for France and Belgium. There will also be increases in Esthonia, Latvia, and Lithuania. The crux of the whole position is Soviet Russia, and it is impossible to obtain anything like reliable information in this connection. Soviet Russia at the moment has prohibited the export of flax fibre on account of supplies being required for her own mills. Demand for raw material at present is dull and will likely remain so for several weeks. Spinners are booked ahead with orders and they can afford to wait, but sooner or later the demand is bound to reappear for flax fibre, and everything points to a continuance of the current values or increases in prices.

## BRITISH INDUSTRIES FAIR, 1924: BIRMINGHAM

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, May 19, 1924.—The Birmingham section of the British Industries Fair which opened on May 12 was again held at Castle Bromwich, the important aerodrome station in the Midlands.

The fair has suffered slightly this year both in numbers of exhibitors and attendance owing to the British Empire Exhibition at Wembley. Fortunately, this is more than offset by the larger number of actual trade visitors attracted to Birmingham by the improved time of holding the fair, and numbers of foreign and colonial buyers coming to England to visit Wembley. The period of the fair, two months later than in former years, is more favoured by foreign and colonial visitors, whilst the fact that the London section closed prior to the opening of the Birmingham section has been advantageous for many reasons.

*Classes of Exhibits.*—Some 300 separate exhibits represent the following trades:—

Brassfoundry, hardware and ironmongery.

Metals—both ferrous and non-ferrous.

Construction, building and decoration.

Power, lighting, heating, cooking and ventilation.

Engineering: machinery, tools, mill equipment, foundry appliances, forgings and castings, weighing and measuring instruments, railway materials, industrial equipment, etc.

Agricultural, dairy and horticultural machinery, etc.

Mining machinery and appliances.

Motors, motor cycles and cycles, cycle accessories and perambulators.

Guns, saddlery and harness, and fishing tackle.

Brewing, distilling and catering.



Services such as export and trade journals and trade propaganda organizations also had stands.

*No Canadian Firms Exhibiting.*—Canadian firms were conspicuous by their absence. A few Canadian houses who in former years were exhibitors have naturally given Wembley the preference.

Canadian visitors from New Westminster, B.C., Toronto, Collingwood, Hamilton, Montreal, Quebec, and St. John, N.B., were chiefly interested in hardware.

*Outstanding Features.*—Special interest has been shown with building and allied trades owing to the rapid recovery in building operations in the United Kingdom. The engineering section was curtailed owing to depression in the trade and the preference given to Wembley for exhibition purposes. Hearth furniture, including tile fireplaces and wood mantelpieces, was most attractive, and the novelty of design apparently endless. Period designs back to the Tut-Ankh-Amen period were shown, whilst many in antique copper and brass finish were excellent.

*Aluminium Goods.*—A large percentage of the total exhibits was confined to aluminium utensils of all types. The imposition of a duty under the Safeguarding of Industries Act on imported (mostly Continental) products has been of value to British firms in their endeavour to build up the industry.

Articles in galvanized iron and steel and enamelled hollow-ware were also much in evidence. It is understood that considerable orders for enamelled hollow-ware have been placed by Chinese representatives during the exhibition.

*An Important Industry.*—A number of manufacturers, members of the Association of Drop Forgers and Stampers, had a joint stand at which were displayed samples of every kind of drop forged articles, from heavy crank shafts and axles to the smallest blanks for pliers and scissors. A large sectional drawing of a motor car, showing parts which are drop-forged in black, gave a clear indication of the close relation of drop forging to the motor industry.

*Export Trade Credits.*—A noticeable advertisement in the fair catalogue is the offer of H.M. Department of Overseas Trade, Export Credits Branch, to guarantee payment of drafts drawn against the shipment of goods produced or manufactured in the United Kingdom, to destinations outside the United Kingdom.

With the Government guarantee, the United Kingdom exporter is in a position to negotiate a bill on favourable terms and, in any case, in return for a small premium, the exporter has the Government as a partner to carry a proportion, usually 42½ per cent, of the total risk.

*Catalogues.*—A few copies of the British Industries Fair catalogue, printed in three languages, and containing full particulars of exhibitors and commodities, have been forwarded to Ottawa and may be obtained on loan by interested Canadian firms on application to the Department of Trade and Commerce.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.

## VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, April 16, 1924.—In sequence to the numerous reports from this office, which have appeared in previous numbers of the *Commercial Intelligence Journal*, relative to the large quantities of electrical equipment required by the Victorian Government in its scheme for utilizing the brown coal deposits at Morwell for electrical power, Canadian manufacturers are now advised that further tenders are being invited for the manufacture, supply, testing and delivery in every way complete and maintenance of tensioning and suspension and pin type supporting insulators and pins for use with pin type insulators. Particulars of the requirements are briefly outlined as follows:—

### SPECIFICATION NO. 24/45

- Item 1.—250 strings of disc tensioning insulators, complete for use on 66,000 volts circuits.
- Item 2.—1,500 strings of disc suspension insulators, complete for use on 66,000 volts circuits.
- Item 3.—50 pin type insulators for use on 66,000 volts circuits.
- Item 4.—50 pins with lead heads for use with insulators under item 3.

### DATE OF CLOSING OF TENDERS

Tenders—on the prescribed form—should be addressed as first-class mail matter to the Secretary of the State Electricity Commission of Victoria, 22-32 William street, Melbourne, Australia, in time to reach their destination on or before the 4th August, 1924.

### CHARGES FOR SPECIFICATIONS

The specifications covering the requirements, and appended contract forms may be inspected at, and copies obtained from, the Department of Trade and Commerce, Ottawa (refer to file No. 26502).

The Electricity Commission makes a charge of £2 2s. (\$10.22) for the first three copies of the specification, and for each additional copy a charge of 10s. 6d. (\$2.56). The first fee is returnable upon receipt of a bona fide tender, but that for extra copies is not.

### DEPOSITS ON TENDERS PAYABLE IN CANADA

As in the case of previous specifications, to facilitate the interests of Canadian tenderers, the Electricity Commission has arranged with the Department of Trade and Commerce; Ottawa, that the amount of the preliminary deposit required to be deposited with each tender can be made in Canada. The deposits are to be paid to the Accountant of the Department of Trade and Commerce, Ottawa, and his official receipt only need be forwarded with the tender to Melbourne. The sum required to be so deposited in this instance is £50 (\$243.33).

The elimination of the more circuitous methods of deposits being sent to Australia, and possibly being returned to Canada, makes the payment in Canada a convenience alike to the Commission and the tenderers.



## ECONOMIC CONDITIONS IN JAMAICA

F. L. CASSERLY, OFFICE OF THE TRADE COMMISSIONER

Kingston, May 19, 1924.—The exports of the principal items of produce during three months ending March 31, 1924, as compared with the corresponding period of 1923 are given in a recently published official return as follows:—

	Quantities		Values	
	1924	1923	1924	1923
Sugar . . . . .Cwt.	94,655	149,320	£146,715	£164,152
Rum . . . . .Gals.	223,562	158,978	33,534	13,911
Bananas . . . . .Stems	1,808,167	1,828,795	173,705	246,612
Coconuts . . . . .Number	7,190,020	6,538,408	41,342	32,692

The severe drought which has prevailed for several months past is mainly responsible for the diminished output of sugar and bananas. It will be seen, however, that sugar prices have been much better this year than last, while on the other hand banana prices have been worse. Unfortunately, the price of sugar to-day is considerably below the average for the first quarter of 1924.

The present f.o.b. prices of the above-mentioned articles are as follows:—

	£	s.	d.	s.
Sugar, basis 96 deg. polariscope test, refining crystals, per ton of 2,240 lbs.	19	0	0	
Rum, good ordinary, per imperial liquid gallon.. . . .	0	3	6	
Bananas, per count stem . . . . .	0	2	9 to 3	
Coconuts, per 100 nuts . . . . .	0	0	5	

Merchants still complain of dullness of trade. Jamaica is passing through a period of financial stringency, of which the public revenues afford a significant index. When the Legislative Council opened in February, a surplus of roughly £104,000 was anticipated on the transactions for the year ending March 31. This surplus has not been realized, there having been a shortage of £40,000 in the estimated returns for import duties and rum excise. That these two forms of taxation should have yielded so much less than the Government's estimate, points to a curtailment in the public's purchasing power, with an adverse effect on trade.

A commission appointed by the Governor to inquire into the origin of the foot-and-mouth disease, which appeared in the colony early in 1922, has recently presented its report. The outbreak has been traced to an animal imported from India by the local Department of Agriculture. The Government here was not apprised of the fact that it had suffered from the disease in India shortly before shipment, until eight days after it had landed. Even when this information came to hand, it was withheld from the purchaser. The commission has recommended that in the case of future importations, the history of the animals should be ascertained before purchase. The disease has involved the expenditure of about £40,000 of public funds, has caused breeders to lose several times that amount, and for the time being has extinguished the colony's export trade in hides with Canada and the United States, her two principal markets.

## REDUCED ESTIMATE OF INDIAN WHEAT CROP

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, April 29, 1924.—According to the third official forecast of the Indian wheat crop issued this week, the total yield is now estimated at 10,055,000 tons from 30,725,000 acres as compared with 11,396,000 tons from 30,551,000 acres, the estimate at this time last year, and 9,888,000 tons, the final estimate for the 1922-23 crop. Generally the crop (which is now being threshed) is expected to be about normal or slightly under the normal yield. Rust caused

by cloudy weather and smut in irrigated districts have been the causes of the estimated reductions from the earlier forecasts.

During the last three months exports of Indian wheat have been practically nil. On the other hand, January and February of this year have shown a net import of wheat into India amounting to 2,500 tons, as compared with a net export of over 90,000 tons during the corresponding two months of 1923. It is highly improbable that India will have any considerable surplus of wheat for export during the present year.

## INDIAN TARIFF BOARD RECOMMENDS PROTECTION ON STEEL

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, April 30, 1924.—In February, 1923, the Indian Legislative Assembly adopted a resolution to the effect that the fiscal policy of the Government of India should be directed toward "fostering the development of industries in India" by a system of protective tariffs, and that a tariff board should forthwith be constituted for the purpose of investigation and the submittal of a report on the ways and means of protecting Indian industries of national importance. The board was directed to examine in the first place the question of "extending protection to the manufacture of steel in India; at the same time it was instructed to take into account the effect of any recommendations it might make on the industries dependent on the use of steel, and in particular to consider how its recommendations would affect the railway wagon and locomotive building industries." Exhaustive evidence was taken at the most important industrial centres of India, and a comprehensive report was issued on the 25th of the present month, unanimously recommending steel protection by a system of bounties and increased ad valorem and specific import duties.

The Legislative Assembly will meet next month, and it is probable that the recommendations of the board will be adopted without much change, and India will for the first time in her modern history be committed to a system of protective rather than revenue tariffs on iron and steel. At the present time a purely revenue tariff of 10 per cent is levied on iron and steel goods in general. The recommendations of the tariff board will on the average effect a doubling of this impost rate either in the form of import duties or of bounties or a combination of both. It is estimated that these proposals will involve a burden on the Indian consumer of about \$5,000,000 per annum until 1927, when a fresh inquiry will be constituted.

The report of the board (of which two copies have been despatched to the Department of Trade and Commerce, Ottawa) extends to 215 pages. For the information and convenience of Canadian business men who may be interested the most important of its proposals and conclusions are herewith summarized.

### NATURAL ADVANTAGES AND GROWING MARKET

- (1) An efficient steel industry is essential for India's security.
- (2) India possesses rich and abundant iron ore deposits within comparatively short distances from her coal fields.
- (3) Supplies of coking coal in India, although not as ample as in Europe and America, are considered to be sufficient for a century's normal growth.
- (4) Most of the other raw materials required in a steel industry such as limestone, dolomite, and materials for refractory bricks are ample.
- (5) A large and growing market for iron and steel goods is supplied by Indian railroads and jute, cotton, tea, and other industries.



(6) At present steel manufacture in India is carried on at a loss, and unless assistance is granted the industry may disappear. Indian pig iron is now competing in foreign markets and there is reason for believing that, granted a measure of protection for the next few years, the Indian steel industry will eventually require no protection.

(7) The proposals of the board have been so framed as to interfere as little as possible with those kinds of steel which are not at present or are not likely to be produced in India.

#### PRESENT STEEL PRODUCTION IN INDIA

Most of India's present steel production comes from the great Tata plant established in 1912. Plans are in readiness, however, for the establishment of the United Steel Corporation of Asia in conjunction with Messrs. Cammell Laird & Co. of Sheffield. The output of the Tata plant in 1921-22 was 126,000 tons of finished steel and 270,000 tons of pig iron. It is estimated that the present cost of constructing a plant equal in productive capacity to Tata's would be about \$20,000,000. Steel production in India is based on American methods. The equipment of the Tata plant was purchased almost entirely in the United States, the total orders placed there amounting in value to over \$21,000,000.

The labour cost per ton of finished steel at the Tata plant is unquestionably higher than the corresponding cost in Western countries because very high wages must be paid to skilled labour from the United Kingdom and the United States, although Europeans and Americans are now being gradually replaced at the Tata plant by trained Indian labour at much lower wages. At the same time interest charges and overhead are proportionately higher in India than in Western countries.

The average selling price which would have given the Indian steel manufacturer a fair profit in 1921-22 is estimated at Rs. 180, or about \$58 per ton, of which Rs. 120.41 represents works cost, Rs. 38.24 overhead charges, and Rs. 21 manufacturer's profit. During that year, however, the average price realized by the Tata Company for all finished steel was only Rs. 159 per ton. The situation during 1922-23 became worse, and unless Indian steel production receives protection or bounties averaging Rs. 20 to Rs. 35 per ton, the industry must carry on at a loss and eventually disappear.

It is the conclusion of the board that the average price of steel which would give the Indian manufacturer a fair return on his capital is Rs. 180, or approximately \$58 per ton.

#### THE PROPOSALS OF THE BOARD

*Iron and Steel.*—Present tariff 10 per cent ad valorem. Specific duties are proposed wherever possible, except on fabricated steel.

A definite policy of State assistance for steel production should be established with revision at three years' intervals.

*Structural Shapes (Beams, Angles, Channels Unfabricated).*—Present duty 10 per cent ad valorem; proposed duty Rs. 30 per ton, equivalent to 20 per cent ad valorem. The board is anxious to avoid placing too heavy a duty on structural steel and thus abnormally increasing the burden on the railways and engineering industries.

*Plates.*—Proposed duty Rs. 30 per ton on ship, tank, and bridge plates, equivalent to 20 per cent ad valorem.

*Bars and Rods.*—Proposed duty Rs. 40, equivalent to 27 per cent to 30 per cent ad valorem; bars specially finished to remain at 10 per cent.

*Sheets.*—Proposed duty Rs. 30 per ton on black sheets, equivalent to 15 per cent ad valorem. On galvanized sheets Rs. 45 per ton, equivalent to 15 per cent ad valorem.

*Rails and Fish Plates.*—Proposed duty Rs. 14 per ton, equivalent to 10 per cent ad valorem, and in addition a sliding scale of bounties varying from Rs. 20 to Rs. 32 per ton.

*Wrought Iron Bars, Rods, Angles and Channels.*—Proposed duties from Rs. 20 to Rs. 35 per ton.

*Engineering Industry.*—Present duties 10 per cent ad valorem; *Fabricated Structural Steel*—Proposed duty 25 per cent ad valorem; *Switches and Crossings*—Proposed duty 25 per cent ad valorem; *Spikes and Tie Bars*—Proposed duty Rs. 40 per ton.

*Railway Wagons.*—Present duty 10 per cent ad valorem. Wagons for Indian railways which can be supplied by British manufacturers at a cost of Rs. 3,500 each, cannot be supplied by Indian manufacturers under Rs. 5,000. Bounties on the production of railway wagons are, therefore, proposed on the following scale:—

	No. of Wagons on which the Bounty will be payable.	Amount of Bounty per wagon.
First year . . . . .	800	Rs. 850
Second year . . . . .	1,000	700
Third year . . . . .	1,200	580
Fourth year . . . . .	1,400	500
Fifth year . . . . .	1,600	440

*Tin Plate.*—The manufacture of tin plate was commenced in India in 1923 and six mills are now in operation with a maximum annual production of 28,000 tons, as compared with a consumption of tin plate in India of some 50,000 tons. Proposed duty Rs. 60 per ton, equivalent to 15 per cent ad valorem.

*Wire and Wire Nails.*—About 20,000 tons per annum are imported, while only about 1,500 tons are manufactured in India. It is proposed that duties on barbed wire and woven wire fencing remain unchanged at 10 per cent ad valorem and that on other wire and wire nails a specific duty of Rs. 60 per ton be imposed.

*Agricultural Implements.*—A subsidiary company of Tata's manufacture agricultural tools such as hoes and picks and also hand ploughs with a full capacity of 4,000 tons of finished goods per annum. It is proposed that the present duty of 15 per cent ad valorem on picks, kodalis, and hoes be raised to 25 per cent.

*Locomotives.*—The Peninsular Locomotive Company, Limited, was incorporated in 1921 for the manufacture of locomotives with a capacity of 200 per year. Over a million dollars has so far been spent on plant, although no locomotives have yet been turned out. It is considered that 50 per cent of the raw materials required to build a locomotive can be secured in India. It is estimated that the cost of a locomotive manufactured in India would exceed by 30 per cent to 40 per cent the cost of the imported British locomotive erected and ready for the road. In view of the evidence submitted by Mr. Hindley, the head of the Indian Railway Board, to the effect that not over a hundred locomotives per annum would be required by Indian railroads for the next five years, the tariff board does not consider that for the present a sufficient market exists in India justifying the levy of a tariff heavy enough to enable an Indian company to exist. No State assistance is therefore proposed for the manufacture of locomotives.



*Steel Castings.*—In view of the difficulty of determining the extent of the probable demand for steel castings, the board makes no recommendation at present.

*Enamelled Ware.*—Four plants are established in India for the manufacture of enamelled ware, but they are meeting with heavy competition from Japan and Germany. The board suggests that the present import duty of 15 per cent on raw materials for the industry be removed, the most important of these materials being borax, cryolite, cobalt oxide, antimony, and ground feldspar.

## CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, May 29, 1924.—There has been a slowing down of industrial production which reflects itself in both wholesale and retail trade. As a result, business is hesitant, consumers and distributors being reluctant to place orders for future requirements. It is apparent that the present curtailment of production is not the result of suddenly reduced consumption, as the latest statistics indicate that consumption has decreased to a less extent than production, thus freeing the situation from the customary dangers of a trade reaction. The Federal Reserve Board's latest "index of production" in basic industries shows a figure of 16½ per cent above the 1919 average and exceeds that of all other corresponding periods except 1923, although it is 3 per cent lower than the index figure for the earlier months of 1924.

The present situation in the steel industry is fairly indicative of general business conditions. During the third week in May, estimates were that the mills had reduced their output 5 per cent from the week before and 10 per cent as compared with the first week in May. Reports from Pittsburgh show that the trend in steel production is downward. Production in steel ingots is at a rate of under 60 per cent of capacity, the rate of production being a little over 30,000,000 tons a year, as compared with a rate of 51,000,000 tons in the early part of March.

Reports from Chicago state that wheat buying is hardening and that the situation generally is developing in favour of wholesalers. Canadian wheat is regarded with more favour. The situation in the Northwest has improved with the reopening of the four banks recently closed in North Dakota. The movement of merchandise freight over the Western railroads has increased in the past three weeks, although the percentage as compared with last year shows a decrease of 14 per cent and the five principal railroads operating out of Chicago show a decrease in this business of 9 per cent.

The Senate's failure to sustain the President's veto of the Bonus Bill did not appear to cause the disorder in financial circles that had been anticipated in some quarters, neither do the markets show signs of being seriously disturbed over the industrial or political future. Exchange has remained fairly stable during May. The franc fell from 6.55 at the beginning of the month to slightly below 6 and has remained there. There had also been a slight decline in sterling. Discount on the Canadian dollar has remained in the neighbourhood of a little under 2 per cent.

## FOREIGN TRADE OF THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, May 28, 1924.—The foreign trade of the United States in the nine months ending March, 1924, reached a total of \$5,976,025,067, according to the Monthly Summary of Foreign Trade of the United States issued by the Bureau of Foreign and Domestic Commerce. Total imports in the period decreased to \$2,653,086,987 as compared with \$2,723,933,530 in the corresponding period preceding. Total exports increased to \$3,322,938,080 as compared with \$2,994,924,775. The favourable balance of trade in the period was \$669,-851,093 as compared with a previous favourable balance of \$270,991,245.

Imports by groups of commodities for the nine months ending March, 1924, compared with the imports for the nine months ending March, 1923, were as follows:—

	1924	Per cent	1923	Per cent
Crude materials, for manufacturing	\$896,785,463	38.80	\$1,070,254,503	39.29
Foodstuffs, crude, and food animals..	278,515,039	10.50	265,980,115	9.77
Foodstuffs partly or wholly manuf.	379,597,325	14.31	333,249,494	12.23
Manuf. for use in manufacturing..	506,581,980	19.09	511,041,688	18.76
Manufactures for consumption ..	570,084,731	21.49	527,605,947	19.37
Miscellaneous ..	21,522,449	.81	15,801,783	.58
	<b>\$2,653,086,987</b>	<b>100.00</b>	<b>\$2,723,933,530</b>	<b>100.00</b>

Total domestic exports for the same periods were:—

	1924	Per cent	1923	Per cent
Crude materials for manufacturing	\$1,082,219,029	33.17	\$ 824,925,448	28.00
Foodstuffs, crude, and food animals..	164,348,428	5.03	329,285,302	11.17
Foodstuffs partly or wholly manuf.	447,634,056	13.72	443,065,220	15.04
Manufactures for use in manuf. ..	441,108,670	13.52	337,712,910	11.45
Manufactures for consumption..	1,123,229,156	34.41	1,005,772,425	34.13
Miscellaneous ..	4,949,424	.15	5,799,733	.20
Total domestic exports ..	<b>\$3,263,488,763</b>	<b>100.00</b>	<b>2,946,561,038</b>	<b>100.00</b>
Total foreign exports ..	59,449,317		48,363,737	
Total exports ..	<b>\$3,322,938,080</b>		<b>\$2,994,924,775</b>	

## IMPORT TRADE

In spite of tariff conditions, imports from many countries, including Canada, showed a substantial increase. There were increases in imports from Belgium, Czecho-Slovakia, Germany, Denmark, Finland, Italy, Latvia, Switzerland, and China, while there were marked decreases in the imports from the United Kingdom, Australia, Greece, Sweden, Turkey in Europe, Central America, South America, and Japan.

United States imports from the principal countries were:—

	1924	1923
Canada ..	\$317,856,196	\$304,036,794
United Kingdom ..	262,285,863	319,679,164
England ..	219,574,178	271,038,180
Scotland ..	20,773,549	28,303,762
Ireland ..	21,938,136	20,337,222
Australia ..	24,267,326	35,936,342
New Zealand ..	8,152,861	9,321,692
British East Indies—		
British India ..	79,220,661	84,505,062
Ceylon ..	17,694,835	18,225,999
Strait Settlements ..	98,971,623	85,534,025
British Africa—		
West ..	10,808,251	9,319,422
South ..	6,046,715	9,554,377
East ..	947,467	965,935
Belgium ..	52,457,787	46,431,898
Czecho Slovakia ..	14,367,306	11,827,075
Denmark ..	6,256,012	4,902,946
France ..	110,828,956	114,798,900



EXPORT TRADE OF UNITED STATES—*Concluded*

	1924	1923
Germany .. . . .	117,343,846	104,390,390
Greece .. . . .	6,386,647	16,936,926
Italy .. . . .	63,000,096	62,948,872
Netherlands .. . . .	53,245,037	55,195,792
Norway .. . . .	16,927,113	13,870,401
Portugal .. . . .	2,790,981	3,556,587
Russia (In Europe) .. . . .	4,073,196	649,879
Spain .. . . .	22,791,193	24,596,510
Sweden .. . . .	29,648,916	32,447,418
Switzerland .. . . .	29,650,534	26,974,559
Turkey (In Europe) .. . . .	4,988,638	8,775,380
Central America (Total) .. . . .	22,926,578	24,623,882
South America .. . . .	315,966,010	338,577,157
Argentina .. . . .	55,361,055	87,085,673
Brazil .. . . .	110,043,155	109,140,612
China .. . . .	127,031,440	125,493,543
Japan .. . . .	251,622,005	288,751,782
Turkey (In Asia) .. . . .	4,082,851	7,249,503

## EXPORT TRADE

United States exports to most European countries showed an increase. There were increases in the exports to the United Kingdom, British India, South Africa, West Indies, Austria, France, Germany, Spain, Sweden, Central America, South America. There was a marked expansion in the exports to China, Japan, and Australia. Exports to Canada showed a decrease, falling to \$457,443,667 as compared with \$475,790,340 in the corresponding previous period.

Following is a comparison of the exports to the principal countries:—

	1924	1923
Canada .. . . .	\$457,443,667	\$475,790,340
United Kingdom—		
England .. . . .	676,731,498	615,336,229
Scotland .. . . .	29,840,502	32,362,081
Ireland .. . . .	11,173,533	13,657,315
Total .. . . .	717,745,533	661,355,625
British India .. . . .	24,792,032	21,617,021
Australia .. . . .	95,987,232	68,992,690
New Zealand .. . . .	19,201,574	17,039,661
South Africa .. . . .	22,848,519	17,646,950
Belgium .. . . .	78,427,102	80,197,047
Denmark .. . . .	29,080,196	28,595,958
France .. . . .	216,999,070	206,486,626
Germany .. . . .	299,251,225	224,890,859
Italy .. . . .	136,948,643	136,043,860
Netherlands .. . . .	90,353,136	90,840,348
Norway .. . . .	16,212,967	24,482,483
Sweden .. . . .	33,902,140	27,228,681
Russia (in Europe) .. . . .	6,539,928	9,312,810
Spain .. . . .	52,029,740	49,154,984
Central America .. . . .	43,125,116	36,157,608
South America .. . . .	205,626,083	188,686,346
West Indies .. . . .	188,385,994	150,612,599
Argentina .. . . .	79,959,971	78,725,448
Brazil .. . . .	37,926,621	35,146,069
China .. . . .	91,843,478	72,374,350
Japan .. . . .	243,804,552	157,154,636

*Trade in Precious Metals.*—The total imports of gold from all countries in the nine months ending March had a value of \$305,352,756, as compared with \$209,311,346 in the corresponding previous period. Of the total imports, \$35,035,647 were from Canada and \$166,990,763 from the United Kingdom. Exports of gold to all countries in the period had a value of \$7,955,099 as compared with \$46,993,812 in the previous period.

Imports of silver from all countries in the nine months ending March were \$65,522,269 as compared with \$50,158,063. Exports of silver to all countries had a value of \$72,648,881 as compared with \$44,490,179.

## MARKET FOR CANADIAN FURS IN ITALY

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, May 20, 1924.—During a recent visit to a large fur importer's warehouse in Milan, the proprietor, who was about to make a visit to Leipzig for the purpose of purchasing raw furs, expressed himself as confident that a good percentage of the furs that he would buy in that market would be of Canadian origin. In his warehouse large quantities of every sort of fur were seen, including silver fox, cross and red fox, sable, seal, mink, marten, otter, weasel, Persian-lamb, flying squirrel, muskrat and ordinary rat. These furs had been purchased from many countries; there were cases of "Mongolia" from China, and of "Castorino" from Argentina. France, Germany and Great Britain had all supplied their quotas, but there was not in that large collection one skin that had been bought by the Italian importer direct from Canada. Raw furs enter Italy duty free, while dressed furs are required to pay customs duty at the rate of 120 gold lire per quintal, which works out at approximately 4.80 paper lire per kilo at the present rate of exchange (22.5 to the Canadian dollar). Italian importers prefer raw furs, and are anxious to purchase direct from Canada, thus eliminating the middleman.

During the year 1923, Italy's importation of furs was valued at about 60 million lire, of which raw furs accounted for about 8 million lire. High prices now curb the expansion of fur imports, and Italian importers contend that Canadian furs reach Italy after having passed through the hands of dealers in two or three, or even more countries. Italian importers now pay from 2,000 to 8,000 lire per skin for silver fox, 1,000 lire for marten, and 600 lire for mink. One importer stated that if he could purchase direct in Canada, thus enabling him to sell at a figure representing a deduction of middleman's profits, he could easily handle anywhere from 10 to 20 million lire worth of raw furs in a year. There are in Italy some 40 million of people. Italian women dress smartly and observe religiously the dictates of fashion, while weather conditions during the five months, November to March, are suitable for the wearing of fur garments. Recently a satin-lined stole was shown in a Milan fur store, consisting of twelve medium sized and indifferently matched marten skins; the retail price of which was 18,000 lire or approximately \$820. These skins may have come originally from Canada, but were imported into Italy from Germany. The direct steamship services which have now been inaugurated between Canadian and Italian ports should serve as a stimulus to Italo-Canadian trade, and interested fur exporters may obtain the names of Italian importers who desire to make purchases in Canada, upon application to the Department of Trade and Commerce, Ottawa (quote file T-C 5-115).

## IMPORT CONDITIONS IN NETHERLANDS EAST INDIES

Among leading imported commodities, stocks of piece goods were slightly below normal, with forward commitments deferred, in the hope for lower prices, says United States *Commerce Reports*. The Batavia machinery trade showed more rapid signs of revival than that of Soerabaya. Total imports of ammonium sulphate registered an increase in April. Shipments from the United States, however, remained stationary.

Sales of canned goods were good, with ample stocks, especially of Pacific Coast packs. Canned milk, however, has been losing ground because of delayed steamer arrivals. Iron and steel stocks in this market were ample in April and well assorted. Prices declined moderately during the month. Automobile sales declined in April, but the demand for tires was good. Prices for tires were unchanged. Imports of over-issued newspapers declined, because of increased prices.



## DEVELOPMENT OF BRAZILIAN MARKETS

TRADE COMMISSIONER P. W. COOK

[The first of this series of reports, on "Finance and Economics," was published in Commercial Intelligence Journal No. 1054 (April 12, 1924).]

### II

#### Dried, Salted and Preserved Fish

Brazil has always offered a substantial market for dried codfish, and in this trade Canada has for many years been well represented. For the last year for which statistics are available, namely 1922, the import of cod and analogous fish of all classes, grouped generically under the heading "bacalhao," was as follows:—

	Metric Tons	Value U.S. Dollars
Canada and Newfoundland . . . . .	10,817	\$2,542,797
Norway . . . . .	2,790	769,923
Great Britain . . . . .	2,304	676,610
United States . . . . .	144	35,575
All countries . . . . .	16,320	\$4,092,226

While this table indicates active trading, the total imports show a decrease as compared with 1921 of about 1,500 metric tons. The Newfoundland trade was greater than that of Canada, and Scottish codfish is chiefly responsible for the place held by British figures.

During the fiscal year ended March, 1922, Canadian codfish shipments to Brazil amounted to 74,954 cwt. valued at \$748,573. These figures decreased during the next fiscal year to 64,063 cwt. valued at \$603,285 and during the fiscal year ended March, 1924, to 27,463 cwt. valued at \$233,375. During the same years dried hake and pollock shipments were respectively 5,992 cwt. valued at \$48,784; 9,379 cwt. valued at \$64,272; and 5,135 cwt. valued at \$29,625.

#### VARYING DEMAND FOR COD AND LINGFISH

In different parts of Brazil demand varies; the same type of fish is not equally saleable in all sections of the Republic. Sao Paulo importers, supplying the interior of the States of Sao Paulo, Santa Catharina, and Rio Grande do Sul, seek a small fish of very dry cure—the type in chief demand in these districts. Canadian shipments to Santos are probably greater than to any other part of Brazil. On the other hand, the Federal District of Rio de Janeiro demands a much larger but equally dry clear fish, and it is here that Scottish and Norwegian shippers find their best market. In northern Brazil, small Newfoundland lingfish appear to be most popular; these are of moister cure and packed in barrels and half barrels. For the demand in the interior there is a large import of small drycure lingfish, particularly during October and November for Christmas sales, and December and January for Lent. While it may seem strange that shipments designed for consumption in March should reach Brazilian ports in December, the difficulties of inland freight transportation make necessary such early delivery.

Filleted or boneless cod in 5-kilo tins, ten to a case, is in small demand and is sold chiefly in the large cities. It is not uncommonly consumed in hotels and restaurants as prime English haddock, but the total sale is limited in comparison with that of whole fish.

A certain amount of criticism has been directed against some Canadian consignments, on grounds of insufficient dryness, of discolouration, and of inadequate packing, which do not stand well in comparison with the 58-kilo

nett hermetically sealed cases of the Norwegian and Scottish shippers. Tubs and half tubs are less desirable than cases, and should generally be limited to either cod or ling seconds; and where half cases are used, it should be for small fish only. As regards the Federal District of Rio de Janeiro, the black wing or nape of many Canadian shipments has been a handicap, as the market prefers the white nape of Norwegian and Scottish cure. The current price of Scottish and Norwegian cod is stated to be fairly steady at about 70s. per case c.i.f.

#### OTHER FISH PRODUCTS

The sale of other fish products—salmon, lobster, etc.—is less important than that of codfish. Although the population of Brazil is approximately 30,500,000, staple foods are limited, and a large percentage of the population lives almost exclusively on beans, rice, mandioca meal, and "xarque" or dried beef. This is equally true of the poorer quarters of the big cities as it is of the more primitive country districts. The most recent Brazilian statistics show that in 1921 the total quantity of preserved fish and extracts thereof, other than "bacalhao," amounted to 1,048 metric tons valued at Rs. 3,112,145\$. During 1922 these figures increased to 1,201 metric tons valued at Rs. 3,163,000\$. While on account of the varying exchange rate during these years it is difficult to express paper milreis in Canadian dollars, a rough estimate would place the equivalent of these aggregates at about \$330,000 Canadian per annum. Although the importation of tinned and preserved fish is a "luxury" trade, it is fairly steady and might profitably be undertaken by more Canadian firms than are at present engaged therein.

*Salmon.*—The market for tinned salmon is steady, and several Canadian brands are at present being sold. The demand is chiefly for Alaska reds, 48 talls to the case, although pinks appear to be slightly gaining ground. There is no demand for pilchards, and sockeye is too high in price. Canadian quotations are always sought for by the trade, and variations in price are noted with interest.

*Lobster.*—The demand for lobster is practically limited to the cities of Rio de Janeiro and Sao Paulo. The pack of a well-known English firm is selling fairly well, and certain quantities are arriving direct from Canada. One-pound flats appear the most popular size. Buyers of lobster are becoming more critical as regards discolouration, a point that should be carefully noted by Canadian shippers. Japan is marketing tinned crabs with considerable success.

*Tinned and Pickled Oysters.*—There is a small demand for tinned and pickled oysters, chiefly on the part of the hotels and restaurants. Limited sales could be made against sample if the price were attractive.

*Sardines.*—Sardines constitute a large percentage of the figures quoted above, and the trade is shared in by France, Portugal and Norway. The product of the two former countries appears most popular, as the demand is chiefly for true pilchard sardines packed in olive oil with truffles, etc., six to a tin. First-quality Canadian sardines could be sold to advantage provided the price be more attractive than that of the French and Portuguese article; but it is improbable that much demand could be created for very small sardines of more than twelve to a tin. The make-up and packing has much to do with the success of any one brand.

Canadian brands already sold have been criticised on the ground of bad packing, resulting in leaky tins and an unattractive appearance of the shipment.

Certain importers prefer to sell under their own accredited brands, by arrangement with, and usually to the advantage of, the packer. In any event, in respect of all tinned fish products, careful inquiry should be made prior





## GERMAN TRADE CRISIS

TRADE COMMISSIONER L. D. WILGESS

Hamburg, May 21, 1924.—The boom in home trade and in importations of foodstuffs, which followed the introduction of the Rentenmark last November, has produced the inevitable crisis. In many respects the crisis is similar to that which other countries experienced in 1920 after the post-armistice boom, except that the present difficulties in Germany are chiefly financial.

The first effect of the stabilization of the currency was to throw many workers out of employment through the closing down of works. As confidence in the new currency became established, trade began to quickly revive and prices rose as a consequence of the unexpected purchasing power of the consuming public. The latter factor has been explained to be largely psychological. During the inflation period the German public had acquired the spending habit, and with the introduction of the Rentenmark prices appeared cheap to those who had become accustomed to quotations in "billions." There was also the spending of those who were able to realize the profits of speculation during the inflation period. That the greatest demand was for luxury goods indicated that the purchasing activity was not normal. There was a great demand for all kinds of imported foodstuffs as well as for raw materials for those industries, such as textiles, which were chiefly affected by the boom in home trade. Since the increase in home prices has lessened the ability of German manufacturers to compete in foreign markets, the result of this situation has been an unfavourable balance of trade amounting during the first three months of this year to approximately \$150,000,000.

The increase in trade activity was accompanied by a great expansion of credits since the working capital of both manufacturers and traders had been greatly reduced by the currency inflation. The demand for credits has been so great that interest rates have ranged from 15 to 40 per cent per annum. The advances of the Reichsbank showed a steady expansion each week until the beginning of April, when the bank commenced its policy of credit restriction. The financial crisis was hastened by the losses incurred through speculation in the franc and consequent fall in the stock market. The banks commenced to draw in their advances to customers. The result is that now payments in nearly all branches of trade are overdue. Orders have been materially reduced and there have been many instances of deliveries being refused. There has naturally been an increase in the number of bankruptcies, while many firms have taken advantage of the war-time provision permitting their affairs to be supervised by an official administrator under a form of moratorium. The first serious failures were in the metal trade consequent upon the drop in the prices of certain metals. Lately many banking houses have been placed under supervision, chiefly among those houses which sprang up during the inflation. At the present moment a great feeling of uncertainty prevails and the present position does not inspire confidence.

In connection with the import trade the crisis would indicate that Germany has overbought in most lines of foodstuffs. The tendency for documents not to be taken up on arrival of the goods, which was first marked in the case of shipments of condensed milk and corned beef, has now extended to several other lines including flour, of which article there is now some 10,000 tons on the market. This quantity could be consumed in a relatively short period, but the larger importers are declining to buy further quantities until the financial position becomes clearer. During the six months November to April nearly 4,000,000 sacks of flour arrived at the Free Port of Hamburg, which is almost double the quantity received during the previous six months. Similar con-



sideration may be said to apply to most other lines of foodstuffs. For the immediate future therefore it must be expected that Germany will purchase considerably less quantities of foreign goods than during the past six months. On the other hand, the present trade crisis should result in the general lowering of German prices, thus rendering it more feasible for German goods to compete on the world's markets. In any case it is evident that the existing unfavourable balance of trade cannot be continued indefinitely, and that in view of the financial position of Germany the country will have to buy less goods from abroad and sell more to foreign countries.

## MARKET FOR HERRINGS IN NORTH EUROPE

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, May 15, 1924.—Canadian shippers of herrings have not done much business with Northern Europe since the war. Lately considerable quantities of Alaska herrings, soft cured as matties, have been shipped to Hamburg and Danzig by New York exporters. It should be possible for Canadian firms to export to these markets hard cured or pickled herrings from the Pacific Coast or gutted Newfoundland herrings. Before the war Newfoundland herrings ungutted were regularly consigned to this market, but at present the trade will only take gutted herrings. A few shipments of Newfoundland gutted herrings have been received during the last two years, but the market is limited owing to the large size of these herrings.

The demand is now chiefly for herrings of small size, since retailers sell by the piece and not by weight as before the war. Large herrings such as the Newfoundland variety therefore yield less profit to the retailer than small herrings. To the Danzig market it is impossible to sell herrings which measure out less than 800 to the barrel, the chief demand being for those measuring 950 to the barrel or over. The Polish Government have recently imposed a high duty on salted herrings of the equivalent of 18 shillings a barrel, which is restricting business at Danzig to some extent, although the Polish demand is still considerable. To the Hamburg market it is still possible to consign herrings of a larger size than those suitable for Danzig, but the greatest demand is for small herrings.

Alaska herrings have realized at Hamburg an average of about 55 shillings a barrel nett c.i.f. for sound goods. Soft cured goods would be disposed of on the New York market and the surplus shipped by New York exporters to Hamburg and Danzig. Canadian shippers, however, might do business in hard cured herrings, *when Scotch supplies are short*, and it is suggested by Hamburg agents that they should send over small sample consignments of about 50 or 100 barrels to test out the market. The names of leading importers and agents in Hamburg and Danzig may be obtained on application to the Department of Trade and Commerce, Ottawa (quote file No. T.C. 5-125).

The following is the latest market report of the firm of R. Edminson, Limited, Hamburg, leading importer of Scotch and Alaska herrings:—

Since our report of April 26 the various steamers from Scotland have delivered 2,360/1 barrels of winter cure, bringing the total of Scotch cure to date up to 41,900/ barrels against 10,000/1 barrels at same time last season. There are at present something like 5,000/6,000 barrels still lying here for sale, and although prices kept up fairly well previous to Easter, we are afraid that present stocks, owing to the considerably decreased demand for this class, will have to be sold much cheaper if a clearance is to be made before the new season commences. Some holders are now anxious to sell, and quotations may be given as approximately 36s. for Matties, 37s. for Matfulls, and 38s. for Fulls, all net c.i.f., although for the latter kind there is practically no inquiry at the moment.

The quantity of Norwegian cure to this market has not been without adverse influence, 72,000 barrels having arrived against 40,000 barrels at same time last year. These herrings may still be had at 25s. per barrel for Sloe and 19s. per barrel for Vaar, c.i.f. Hamburg.

## COMMERCIAL CONDITIONS IN ARGENTINA

TRADE COMMISSIONER E. L. MCCOLL

Buenos Aires, May 8, 1924.—Business conditions in Argentina during the last month have been very sound, almost all branches of agriculture and live stock products continuing to maintain that steady improvement which has been taking place during the last three years. Exports for the first three months of the year, comprising twenty principal articles, reached 3,283,780 tons, an increase over the same period last year of 350,000 tons and an improvement over 1921 figures for the same three months of 100 per cent. In spite of this activity in exports, the value of the peso has decreased approximately 1 per cent during the month. It is difficult to find a definite explanation for this as exports are augmenting appreciably while imports, on the other hand, are decreasing. The political situation is also sound, and the threatened disturbances on account of the new Pensions Law resulted only in a two-day strike without any trouble arising, industry therefore not being any more affected than in the case of a two-day holiday.

As is natural at this time of the year, the shipping of grain is very active. Charters for the last week in April for grain to Europe ranged in prices from 26s. 6d. to 32s. 6d. per ton, while one cargo of linseed to New York was closed at \$5.30. During the year 1923 arrivals of sea-going vessels from foreign ports totalled 7,672,521 tons, an increase of 694,715 tons over those of 1922. The percentage by flags was as follows: British, 45; Italian, 8½; American, 7½; German, 7½; French, 6½; and other nations, 25.

Petroleum continues to make substantial progress. For the year 1923, 530,000 tons were produced, an increase of 80,000 tons over 1922. The flourishing condition of this industry has influenced the National Government to contract with the Bethlehem Steel Corporation for the installation of a petroleum refinery at La Plata with a producing capacity of 2,000 tons per day. Railway earnings for the ten months ending April, 1924, exceed those of the same period for the preceding year by more than ten million dollars.

## FOREIGN TRADE OF BRITISH GUIANA IN 1923

The total foreign trade of British Guiana during 1923 amounted to \$30,857,718, as compared with \$24,129,949 for the previous year, says United States *Commerce Reports*. Imports, exclusive of goods entered for transshipment, were valued at \$12,811,011, representing an increase of \$1,806,597 over the figure of \$11,004,414 in 1922. Exports in 1923 amounted to \$18,036,707, as compared with \$14,042,322 in the year 1922, of which amounts \$641,500 and \$918,787, respectively, consisted of re-exports.

The principal exports in the order of their value were crude sugar, rough diamonds, balata, bauxite, rice, rum, wood and timber, and raw gold. The quantity of sugar exported in 1923 was less by 6,426 tons than in 1922; however, on account of better prices, the value was greater by \$3,059,566. The exportation of diamonds has increased steadily in the past few years, the value reaching \$4,956,410 in 1923 as compared with \$3,859,357 in 1922 and \$82,315 in 1913. On the other hand, the exportation of raw gold has steadily declined from \$1,379,332 in 1913 to \$105,369 in 1923. The principal reason for the decline in the production and exportation of gold is that most of the miners who formerly worked the gold placer claims have abandoned them for the more lucrative and more easily worked diamond claims.



## TANNING INDUSTRY OF CHILE

The tanning industry in Chile has expanded considerably during the past three or four years, and at present Chilean exports of leather amount to more than its imports, says *United States Commerce Reports*. The local tanning industry consumes domestic hides and mostly local tannin. Most of the tanneries are modernly equipped, and are under the direction of Germans and other Europeans. They are able to turn out satisfactory grades of ordinary leathers, but as yet they can not produce white and other leathers used in shoe uppers, upholstery, or case, bag, and strap leathers equal in quality to that produced in the United States. The total exports of leather for 1922 were valued at 1,247,344 gold pesos, while the imports were valued at 1,235,412 gold pesos. The leather imports originated mainly in France, United States, Germany, and the United Kingdom, while the exports were shipped principally to Peru, Argentina, Bolivia, and Spain.

## BARBADOS CUSTOMS DUTIES SURTAX EXPIRED

The surtax of 20 per cent of the duty in Barbados, established by the Revenue-in-Aid Act assented to on April 25, 1922, and renewed in 1923 (see *Commercial Intelligence Journal* No. 1007, May 19, 1923, page 807), has not been continued for the present financial year. The surtax in question has therefore not been in force since March 31, 1924.

## TENDERS INVITED

### Australia

Melbourne, May 1, 1924.—Copies of tender forms and specifications have been received from C. Hartlett, office of the Trade Commissioner, Melbourne, for material required by the Commonwealth Government, the Victorian Government, and the Victorian Government Railway Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 29077).

Tenders in conformity to the specifications should be addressed respectively to the Controller, Commonwealth Supply and Tender Board, Post Office Building, Melbourne; the Secretary, Victorian Tender Board, Gisborne street, Melbourne; and the Secretary, Victorian Government Railway Department, Melbourne, Australia. Particulars of the requirements are briefly outlined as follows:—

### COMMONWEALTH GOVERNMENT

No.	Date of closing	Particulars
	July 22, 1924	Supply and delivery of printing and writing paper, boards, etc., to samples, and as specified.

### VICTORIAN GOVERNMENT

1	July 22, 1924	Supply and delivery of printing and writing paper, boards, etc., to samples, and as specified.
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### VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

37011	July 9, 1924	Manufacture, supply, and delivery of 96 miles of insulated copper wire, as specified.
37134	July 9, 1924	Supply and delivery of one set of electrical equipment for walking crane, as specified.
37133	July 23, 1924	Supply and delivery of 13,500 carbon brushes for traction motors, as specified.

## COMMERCIAL TRAVELLERS IN SWITZERLAND

The Secretary to the British Legation at Berne has drawn attention to the fact that British commercial travellers visiting Switzerland frequently fail to provide themselves with a certificate of identity. No authority in Switzerland can issue this document for British travellers, a certificate issued by the British Chamber of Commerce at Basle having been recently rejected. The failure to produce the certificate therefore involves a loss of time while this document is procured.

The Swiss regulations require all foreign commercial travellers to be in possession of a certificate of identity issued by a British Chamber of Commerce, declaring that the company or firm represented by the traveller carries on business in the country where it is established. This document has to be produced by the traveller when making application to the Swiss Cantonal authorities for a "carte de legitimisation" or a "carte payante."

The "carte legitimisation" is issued without charge to a commercial traveller doing business only with such Swiss firms as resell the goods they buy through the traveller, or make any use whatever of the goods for their own individual purposes. In all other cases a "carte payante" must be obtained, costing 100 francs, and available for six months.

## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JUNE 2, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 2, 1924. Those for the week ending May 26, 1924, are also given for the sake of comparison.

	Parity	Week ending May 26, 1924	Week ending June 2, 1924
Britain .. . . . . . £	1.00	\$4.86	\$4.4114
France .. . . . . . Fr.	1.	.193	.0554
Italy .. . . . . . Lire.	1.	.193	.0449
Holland .. . . . . . Florin.	1.	.402	.3798
Belgium.. . . . . . Fr.	1.	.193	.0473
Spain.. . . . . . Pes.	1.	.193	.1395
Portugal.. . . . . . Esc.	1.	1.08	.0304
Switzerland .. . . . . Fr.	1.	.193	.1794
Germany.. . . . . . Mk.	1.	.238	.....
Greece.. . . . . . Dr.	1.	.193	.0203
Norway .. . . . . . Kr.	1.	.268	.1411
Sweden .. . . . . . Kr.	1.	.268	.2697
Denmark .. . . . . . Kr.	1.	.268	.1706
Japan.. . . . . . Yen	1.	.498	.4110
India .. . . . . . R.	1.	2s.	.3121
United States.. . . . . \$	1.	\$1.00	1.0175
Mexico .. . . . . . \$	1.	.498	.4884
Argentina .. . . . . . Pes.	1.	.424	.3324
Brazil.. . . . . . Mil.	1.	.324	.1091
Roumania .. . . . . . Lei	1.	.198	.....
Jamaica .. . . . . . £	1.	4.86	4.4025
British Guiana .. . . . \$	1.	1.	.....
Barbados .. . . . . . \$	1.	1.	.....
Trinidad .. . . . . . \$	1.	1.	.....
Dominica.. . . . . . \$	1.	1.	.....
Grenada .. . . . . . \$	1.	1.	.....
St. Kitts.. . . . . . \$	1.	1.	.....
St. Lucia.. . . . . . \$	1.	1.	.....
St. Vincent .. . . . . \$	1.	1.	.....
Tobago.. . . . . . \$	1.	1.	.....
Shanghai, China .. . . Tael	1.	.708	.7422
Batavia, Java .. . . . Guilder	1.	.402	.3666
Singapore, Straits Settlement .. \$	1.	.567	.5176



## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

672. FLOUR.—A manufacturers' representative in the port of Veracruz, Mexico, with wide connections among the local trade, desires to secure an agency for first-class brand of Canadian flour.

673. CANNED FISH.—An Argentine importer wishes to receive quotations from Canadian exporters of canned fish of all kinds.

### Miscellaneous

674. HARDWARE.—A firm in London, England, are desirous of representing Canadian exporters of galvanized iron buckets, baths, cast-steel files, circular and mill saws, axes, shovels, and all classes of tools, butt hinges, latches, builders' hardware in general, farm implements, hollow-ware, cement, etc. Basis of representation to be preferably as agents. Inquirers have considerable connections in the United Kingdom, but specially in South America, where they are well represented in Argentina, Chile, Brazil, and Peru. Catalogues and quotations c.i.f. South American and United Kingdom ports.

675. CONTRACTORS' SUNDRIES.—A Manchester firm inquire for manufacturers of machinery, tools, etc., in general use by railway contractors, public works contractors, road builders, etc., particularly concrete mixers, navy barrows, road rollers, picks, shovels, etc. Representation is sought.

676. GRAPHITE AND MANGANESE.—An Argentine importer, owner of a dry-cell factory, wishes to obtain supplies of white graphite and manganese 92 per cent from Canadian manufacturers.

677. PAPER, STATIONERY, ETC.—Uruguyan manufacturers' agent wishes to represent Canadian manufacturers of paper, stationery, etc.

678. PHARMACEUTICAL PRODUCTS.—An Argentine manufacturers' agent wishes to represent Canadian manufacturers of pharmaceutical products.

## UNITED STATES VALUATION FOR DUTY AS AFFECTED BY CANADIAN SALES TAX

United States Treasury Decision 40187 deals with the Canadian sales tax in relation to the basis on which duty is assessed on importations from Canadian concerns which do not manufacture or produce goods to the value of \$10,000 per annum. Under the United States tariff law the value for duty of imported merchandise is, briefly stated, the foreign value or the export value, whichever is higher. The foreign value, in other words the home consumption price in Canada, would in the case of goods subject to the sales tax include the sales tax. After referring to certain sections in the Canadian Act governing the levying of the sales tax, the new Treasury Decision says: "A straight 5 per cent tax (reduction from 6 per cent to 5 per cent effective April 11, 1924) should be included in the appraised value of all importations from Canada, unless it is shown to the satisfaction of the appraiser that the tax was not assessed by the Canadian Government." It is not stated what kind of evidence the appraiser will require on this point. In ordinary cases at least it would seem that it will be sufficient, when the goods being exported to the United States are not subject to sales tax in Canada, for the exporter to make a statement to that effect on the face of his consular invoice. (See also *Commercial Intelligence Journal* No. 1055, April 19, 1924, page 502.)

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires, *Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

H. R. Poussette, Port of Spain, Trinidad. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela).

James Cormack, 17 Port Royal street, Kingston, Jamaica. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central Domingo, Central American States, Colombia, Bermuda and the Bahamas). *Cable address, Cantracom.*

#### China

J. W. Ross. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhuspladsen 45, Copenhagen. *Cable Address, Canadian.* (Territory covers Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan. *Cable Address, Canadian.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230; office, 504 Osaka Shosen Kaisha Building, Kobe. *Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O. Box 683; office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Ireland.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENT

#### Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.



# Commercial Intelligence Journal

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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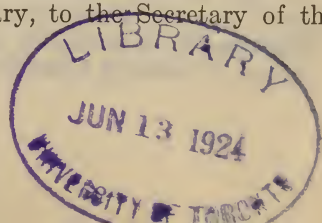
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## TRADE COMMISSIONER D. H. ROSS'S ITINERARY IN CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, is at present engaged on a business tour of the Dominion on behalf of Canadian export trade to the Commonwealth. The following is the second part of his itinerary:—

Prescott . . . . .	June 16	Galt . . . . .	July 21
Brockville . . . . .	June 17	Guelph . . . . .	July 22
Belleville . . . . .	June 18	Kitchener (Waterloo) . . . . .	July 23 to 24
Oshawa . . . . .	June 19	Stratford . . . . .	July 25
Peterborough . . . . .	June 20	Woodstock . . . . .	July 26
Toronto . . . . .	June 22 to July 5	Ingersoll . . . . .	July 28
Hamilton . . . . .	July 7 to 12	London . . . . .	July 29 to 30
St. Catharines . . . . .	July 14	Windsor, Walkerville and Ford	
Welland . . . . .	July 15	City . . . . .	July 31 to Aug. 2
Niagara Falls . . . . .	July 16	Chatham . . . . .	Aug. 4
Brantford . . . . .	July 17 to 18	Ottawa . . . . .	Aug. 5

Firms in Toronto who desire to be brought into touch with Mr. Ross, or to interview him, should address their communications to him c/o Secretary, Canadian Manufacturers' Association, or to the Secretary, Board of Trade, in that city, and for other cities in the above itinerary, to the Secretary of the Board of Trade in the several centres.



## THE MARKETING OF FLAX FIBRE

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, May 29, 1924.—A number of reports from this office concerning the flax market have been published in very recent issues of the *Commercial Intelligence Journal*, and have evidently aroused considerable interest among producers and shippers of flax in Canada. It is apparent that the flax acreage in the Dominion this year will be increased, because of the abundant evidence showing rising prices due to worldwide scarcity. The question of supplies of flax is causing uneasiness among spinners and linen manufacturers, who are buying all they can lay their hands on in France, Belgium and Holland; and in fact all evidence indicates that the prevailing conditions are tending to a boom period. This bears out what has been stated for a year or more in this journal that any considerable revival of the linen industry would force a more or less pronounced famine in the raw material, most of which used to come from Russia, but whose supplies are now short. The revival has come in this industry, and with it the shortage. Prices are very firm and are likely to be well maintained for four or five months at least, after which a great deal will depend on the new crops throughout the world.

These conditions have, however, been so fully described in previous reports that there is no need to go over this ground again, and it is only necessary now to give some information, and perhaps warning, regarding the best methods of marketing the crops which are being sown this year. The disposal of the product in the most advantageous way is as important as its growing or preparation.

(1) *Grading of Canadian Flax*.—Irish flax is no longer sold under grades but simply on its merits after inspection. Canadian flax in general would be equal to best Russian or lower grade Irish, and an average value at present would be about £130 a long ton (2,240 pounds), or about 25½ Canadian cents a pound, at 4.40 dollars to the £. The Canadian could best be sold on a guarantee sample shipment, or after inspection in bulk on arrival. In one important quarter Canadians are advised to adhere to the cold water steeping.

(2) *Usual Charges*.—The usual charge for commission is 2½ per cent, storage alone 6d. to 8d. per ton per week. The dock landing charges and storage charges vary according to landing port and the distance from warehouse, but would be roughly about 15s. or 3.30 dollars per ton, which would include cartage to warehouse and storing. Fire insurance is about 1s. 6d. per £100 per month, or 10s. 6d. per £100 per annum.

(3) *Terms*.—Advances against shipments are unusual, but could be arranged with the exporter, say 50 per cent to 75 per cent of the estimated value against shipping documents. Advances would be made only where there is confidence in the exporter. Interest to be charged at 5 per cent until goods are disposed of, when account sales for the sale would be made up and balance remitted. The usual charge is 1 per cent or three months' bill. Spinners prefer to buy through merchant houses who have sample shipments in their warehouses to show quality.

(4) *Baling*.—Canadian baling methods appear to be entirely satisfactory where the flax has been carefully baled and matted, but it could with advantage be better handled before baling. This would enhance its value.

(5) *Sowing Seed*.—So far as seed is concerned, this is bought from recognized shippers whose brands have gained a reputation by many years' testing. The quality of the seed is generally determined by the Department of Agriculture (Northern Ireland), to whom first-class importers submit samples.



Owing to the prevailing wet weather in 1923 the sowing seed was generally bad, with a very low germination. There is no better seed than a good Riga or Pernau crown brand. Dutch seed has deteriorated very much during the past two or three years.

Any Canadian shippers who desire to get in touch with reliable importers in Belfast and Dundee might communicate with the Canadian Government Trade Commissioner, 87 Union St., Glasgow, who is able to supply the names and particulars of firms in the best standing, in many cases with large capital.

## GENERAL MARKET CONDITIONS IN NEW ZEALAND

ACTING TRADE COMMISSIONER C. M. CROFT

Auckland, May 8, 1924.—During the past few weeks there has been an encouraging recovery in the Canadian and United States conversion rate. Within the last three weeks the New York rate has risen from \$4.22 to \$4.38. The low rate which has been in effect has been operating against Canadian export trade with this Dominion. A strike of the majority of the railway employees in New Zealand from April 21 to 29 threatened to affect the market seriously, but as it was of short duration the results were not so bad as had been feared.

*Drapery.*—As this is the beginning of winter here the drapery houses report an improvement in general business, particularly in heavy materials, underwear and woollen goods. A few cold days at the beginning of the month accentuated the demand for these commodities.

*Candles.*—As a result of representations made in 1922, the Government repealed the import duty on paraffin wax, while the duty of 1½d. on candles was unaltered. This has enabled the local manufacturers to consistently undersell imported brands. One large English firm have commenced manufacturing in this country to overcome this duty.

*Hardware.*—Considering the season, the hardware trade is good, the local demand for replenishing stocks keeping up well. A temporary shortage of cement held up the building trade, but supplies are now coming forward in normal quantities and operations are again in full swing. Retailers have been ordering well, but the general opinion is that this is simply for replenishing stocks and that the counter trade is not as brisk as usual. Prior to the war, German manufacturers of enamelware had a firm hold on this market, but since that time the wholesalers have purchased their supplies elsewhere, a considerable portion coming from England and Canada. At present, however, it is stated that the very low cost of the German articles has resulted in the ordering of small consignments from that country.

*Onions.*—Stocks of onions held in Auckland are very small and consequently high prices rule. Supplies are expected very soon from Australia, but as these are for immediate consumption, all indications point to high prices this winter. Quotations have been received from the United States, and these are higher than was the case this time last year. Current wholesale prices are 14s. to 15s. per cwt.

*Oats.*—The market for oats is firm in the southern part of New Zealand, but there is not much business passing at present. Holders of stocks, being certain that the supply of the locally grown grain is insufficient to last until next harvest, are firm in their ideas of values. The North Island is being supplied by Canadian oats, which can be landed at a reasonable cost after paying freight and the duty of 2s. per cental. The steamer *West Nabul* has recently loaded a large consignment of Canadian oats at Vancouver for this Dominion. To-day's quotations for oats ex-store range from 6s. 4d. to 6s. 9d. per bushel. A bushel of oats, according to the New Zealand standard, contains 32 pounds.

## COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN .

### Sydney Wool Sales

Sydney, May 8, 1924.—Transactions in the Sydney market during the last few weeks have been almost negligible. Arrivals in store have been chiefly confined to a few autumn shorn clips and station oddments, but by the time the next sale is due to take place in June the quantity available for that series will probably be of fair dimensions. After the June series closes there will be an absence of auctions until September next, when the new season in Sydney will open on the 15th of that month. In the interim most of last season's clip will have gone into consumption and stock at all manufacturing centres will be reduced to a minimum.

The outlook from a seller's point of view is highly encouraging. The latest advices report that wool users are not fearing any serious setback, but are rather inclined to look for a still dearer market, especially for the finer descriptions. Judging by the way wool is going into consumption everywhere, it looks as if the wool user will be almost bare of supplies when the new Australian wool selling season opens.

### Royal Agricultural Society's Annual Show at Sydney

The 103rd annual show of the above society, which is always held during the Easter week, has just been closed, and the number of exhibits and visitors has again established a record. Next to the Toronto show, it is reckoned to be the greatest event of the kind in the world. There was an increase in competitive exhibits of 15 per cent, and an increase of non-competitive exhibits of 25 per cent over the previous year.

A special feature is always made of district exhibits and they were of such an excellent nature this year that it is hard to remember that the country districts passed through a very severe drought period during last summer. The display of motor cars, motor vehicles, and tractors was a very attractive one, and the show is generally regarded by sellers to be one of the best mediums for bringing their vehicles under the eye of the public.

### Cotton Growing in Queensland

It is estimated that the prospective cotton crop of the State of Queensland will total 20,000 bales (computed at 500 pounds to the bale), or a total of around 10,000,000 pounds.

The grower is guaranteed by the Queensland Government a price of 5½d. per pound for seed cotton (as picked) of 1¼-inch staple, and 5d. per pound for shorter staple. In spite of last year's drought, and consequent loss and disappointment, the area under crop this year shows a large increase. It is estimated that there are 62,000 acres of effectively planted cotton now under crop, exclusive of about 5,000 acres of ratoon cotton—that is, cotton that has been allowed to grow on from last year. The growing of ratoon cotton is strongly discouraged by the Government.

### Wine Growing in Australia

Grape vines were introduced into New South Wales over a hundred years ago, but for many years the extensive cultivation of grapes was not seriously undertaken. From New South Wales the cultivation spread to the states of Victoria and South Australia, and these states have now outstripped the mother state in the area devoted to cultivation. In the other states of the Commonwealth the cultivation of the vine is negligible.



The production of wine in Australia has not increased as rapidly as the suitability of soil and climate would appear to warrant. The cause of this is probably twofold: Australians are not a wine-drinking people and consequently do not provide a local market for the product; and it has been found difficult to establish a footing in old world markets owing to the competition of established brands. Active steps have, however, been taken to push the sale of Australian wine, and it is confidently expected that when their qualities are recognized as being as good as any wines grown in the old world the production of Australia will show rapid development.

The representative of an old-established house in Great Britain who recently visited Australia has stated that his firm now sold more Australian than Continental wines.

### **The Oil Quest in Australia**

A party has just left Fremantle, West Australia, to explore the northwest section of Australia for oil, has better prospects for success than most of its predecessors. It is well equipped and in charge of experts of very high standing and will spend at least half a year in traversing known oil country, as well as great tracts of which next to nothing is known.

Some years ago the Commonwealth Government offered a substantial bounty for the discovery of oil in commercial quantities in Australia or the mandated territories of New Guinea, and that offer is still standing. A large amount of money has been spent in New Guinea in the endeavour to find oil both by the Commonwealth Government expeditions and by private exploring parties and, although small quantities have been located, the cost has been large.

A company which is putting down a trial bore on the Lander oil fields, Orallo, Queensland, is reported to have passed through 115 feet of oil sands at depth of 2,233 feet, and it is stated that this is the first time that oil-bearing sands have been discovered in Australia. The bore was commenced with the idea of drilling to a depth of 4,000 feet, where it was approximately estimated that oil sands would be struck. In the meantime it has been decided to discontinue drilling until these sands have been thoroughly tested.

## **RECENT BUSINESS CONDITIONS IN SOUTH AFRICA**

A fairly confident tone permeates the reports from all the principal centres of the Union, states the *Monthly Review* of the Standard Bank of South Africa, Limited, in a survey of business conditions. The improvement and stability of the economic conditions in the country are no doubt due to the prosperity of the gold mines, the strong position of the wool market, the bumper maize crop of last year, that left over a surplus of approximately 3,000,000 bags after export and home requirements up to date; the good late rains, and the disappearance of the locusts.

*Markets and Crops.*—The short wool season is now on. The market continues firm for most classes save heavy and faulty lots. The statistical position of wool is very good from the producer's point of view. The outlook for mohair is promising. Ostrich feathers show a slightly better tone as a result of certain advances noticeable at the London sales. Sheep skins are very firm, while the hide market remains steady. The cattle position remains practically unaltered, and if any change has taken place it is in the way of improvement for the country as a whole.

The dairy industry is active, but the supplies of butter fat have been rather disappointing this season, owing to the fact that the rains came so late. Prospects for the coming sugar crop are not very encouraging, due to drought

in certain parts of the sugar area. The condition of the cotton crop is good in spite of the drought. Building and allied trades and boot and shoe and furniture manufacturers are busy. The activity in and growth of the dairy industry is leading to a brisk demand in dairy machinery.

Wholesalers report that business is still somewhat restricted, in spite of the fact that fair buying for normal requirements from the country takes place. Stocks are moderate and indenting continues on a cautious basis. Business on the whole is getting on a sounder basis, and traders are exercising more care than formerly in extending credit. This is necessary, as insolvencies are still of much too frequent occurrence, largely owing to the indiscriminate granting of credit in the past.

## REVIEW OF INDIA'S FOREIGN TRADE FOR THE FISCAL YEAR 1923-24

TRADE COMMISSIONER H. A. CHISHOLM

### RECORD EXPORTS

Calcutta, May 8, 1924.—The feature of India's foreign trade during the fiscal year ending March, 1924, has been the marked expansion in the value of merchandise exported. As compared with the fiscal year 1922-23, exports increased in value some 15 per cent to a total of 362 crores\* of rupees or over \$1,100,000,000, while the value of merchandise imported decreased 2 per cent to 228 crores of rupees. Imports of gold and silver and currency notes amounted to \$150,000,000, while funds amounting to a net total of over \$100,000,000 were remitted to the United Kingdom. Taking all visible trade and financial transactions into consideration, India's total visible balance of trade was favourable to the extent of nearly \$190,000,000 as compared with a favourable balance of \$75,000,000 during the previous fiscal year and an unfavourable balance of \$95,000,000 in 1921-22.

The value of India's exports in 1923-24 at 362 crores of rupees broke all former records and compares with a figure of 292 crores for 1920, and 224 crores as the five years pre-war average. India was fortunate in 1923 in reaping not only good crops of cotton, jute, cereals, oil seeds, tea, etc., but in obtaining good prices for most of her leading export commodities. Exports of rice increased slightly in volume and amounted in value to 35 crores. Wheat shipments trebled in volume to 638,000 tons valued at over 9 crores, 75 per cent of this total going to the United Kingdom, while flour shipments chiefly to the Near East amounted to about 57,000 tons. Barley shipments amounted to 169,000 tons, as compared with 15,600 tons during the previous fiscal year. Exports of raw hides and skins increased 30 per cent in value to 7 crores, while dressed hides and skins were exported to a value of about 6 crores, an increase of 26 per cent over the previous fiscal year. Total exports of "seeds," including rape, linseed and ground nuts, increased nearly 10 per cent in value to about 30 crores; shipments of tea increased 18 per cent in volume and 50 per cent in value to a total of 338,000,000 pounds valued at 31.60 crores. Cotton exports were 3,760,000 bales valued at 98 crores as compared with 3,362,000 bales valued at 71 crores in 1922-23. Some 40 per cent of this total went to Japan, Italy being the next largest buyer. Exports of jute in the raw and manufactured forms increased slightly in volume but remained about stationary in value at about 62 crores.

### DECREASED IMPORTS

Imports of foreign merchandise during 1923-24 amounted in value to 228 crores as compared with 233 crores during the previous fiscal year. Shipments from the United Kingdom, Japan and the United States decreased, while imports

\* A crore or rupees is equal to approximately \$3,100,000.



from Germany, Sweden, Holland, France, Italy, Russia, Central Europe and Canada showed varying increases.

*Apparel.*—Value of imports \$4,300,000; increase 35 per cent; chiefly from the United Kingdom.

*Asbestos.*—Value of imports \$360,000; slight decrease; from the United Kingdom.

*Bobbins.*—Value of imports \$1,600,000; slight decrease; from the United Kingdom.

*Belting.*—Value of imports \$2,700,000; slight increase; from the United Kingdom.

*Boots and Shoes (leather and rubber).*—Value of imports \$800,000; increase 40 per cent; from the United Kingdom and China.

*Cement.*—Imports 113,000 tons; decrease 12 per cent; chiefly from the United Kingdom.

*Acetic Acid.*—Imports 2,268 cwt.; increase 85 per cent; from Germany.

*Calcium Carbide.*—Imports 28,700 cwt.; increase 15 per cent; from Norway, Germany, and Canada.

*Drugs and Medicines.*—Value of imports \$5,600,000; increase 12 per cent.

*Glassware.*—Value of imports \$7,500,000; slight increase in value; chiefly from Germany, Japan, and Czecho-Slovakia.

*Hardware.*—Value of imports \$13,500,000; decrease 15 per cent; from the United Kingdom, Germany, and the United States.

*Lanterns.*—Number imported 3,361,000; increase 18 per cent; from the United States and Germany.

*Electrical Apparatus.*—Value of imports \$7,000,000; slight increase; chiefly from the United Kingdom.

*Ales and Beers.*—2,700,000 gallons imported; slight increase; from the United Kingdom and Germany.

*Liquors.*—1,654,000 gallons imported; slight increase; from the United Kingdom and France.

*Locomotives and Engines.*—Value of imports \$6,200,000; increase 5 per cent.

*Electrical Machinery.*—Value of imports \$6,700,000; slight decrease; from the United Kingdom and the United States.

*Agricultural Tractors and Parts.*—Value of imports \$100,000; slight decrease; chiefly from the United States.

*Other Agricultural Machinery.*—Value of imports \$80,000; decrease 25 per cent.

*Mining Machinery.*—Total imports \$3,200,000; increase 150 per cent.

*Saw-mill and Woodworking Machinery.*—Value of imports \$350,000; slight increase; from the United Kingdom.

*Typewriters.*—Number imported 7,930; increase 100 per cent; chiefly from the United States.

*Total Imports of Machinery and Millwork.*—Value \$60,000,000; decrease 15 per cent; chiefly from the United Kingdom and the United States.

*Matches.*—Imports 11,240,000 gross; slight decrease; Swedish imports increased, while Japanese declined.

*Aluminium (mostly in circles).*—Value of imports \$2,600,000; slight decrease.

*Yellow Metal.*—Imports 333,000 cwt.; increase 12 per cent; from the United Kingdom and Germany.

*Copper.*—Value of imports \$4,700,000; decrease 15 per cent; chiefly from the United Kingdom and Continental Europe.

*Bolts and Nuts.*—Imports 6,283 tons; slight decrease; chiefly from the United Kingdom.

*Fencing Wire and Materials.*—Imports 1,975 tons; slight increase; from the United Kingdom, the United States, and Canada.

*Nails and Rivets.*—Imports 12,246 tons; slight increase; from the United Kingdom and Continental Europe.

*Pipes and Fittings (Cast).*—Imports 15,400 tons; decrease 40 per cent; from the United Kingdom.

*Pipes and Fittings (Wrought).*—Imports 20,000 tons; decrease 35 per cent; from the United Kingdom.

*Galvanized Sheets and Plates.*—Imports 165,000 tons; increase 30 per cent; from the United Kingdom.

*Tinned Sheets and Plates.*—Imports 44,000 tons; slight increase; from the United Kingdom and the United States.

*Wire Nails.*—Imports 11,000 tons; slight decrease.

*Steel Bars and Channels.*—Imports 170,000 tons; decrease 10 per cent.

*Lead, Sheets and Tubes.*—Imports 23,000 cwt.; increase 20 per cent.

*Zinc or Spelter.*—Imports 113,000 tons; increase 15 per cent; from the United Kingdom.

*Paints and Colours.*—Imports 315,000 cwt.; slight increase; from the United Kingdom.

*Varnish.*—Imports 24,000 cwt.; increase 20 per cent.

*Packing Paper.*—Imports 98,000 cwt.; decrease 35 per cent; from Scandinavia and Germany.

*Printing Paper.*—Imports 398,000 cwt.; slight increase; from Scandinavia, Germany, and the United Kingdom.

*Writing Paper.*—Imports 153,000 cwt.; slight increase; from the United Kingdom, Germany, and North America.

*Old Newspapers.*—Imports 442,000 cwt.; slight increase; from Europe.

*Strawboards and Millboards.*—Imports 212,000 cwt.; increase 70 per cent; from Europe.

*Bacon and Hams.*—Imports 13,000 cwt.; slight increase; from the United Kingdom.

*Canned Fruits.*—Imports 14,500 cwt.; slight increase; from the United Kingdom and Australia.

*Canned Fish.*—Imports 25,000 cwt.; decrease 15 per cent; from Europe, North America, and Japan.

*Condensed Milk.*—Imports 71,000 cwt.; increase 18 per cent; chiefly from Europe.

*Railway Wagons and Parts.*—Value of imports \$18,000,000; increase 20 per cent; from the United Kingdom.

*Iron Sleepers.*—Value of imports \$1,500,000; decrease 70 per cent; from the United Kingdom.

*Wooden Sleepers.*—Value of imports \$1,300,000; increase 50 per cent; from Australia and North America.

*Total Imports of Railway Plant and Rolling Stock.*—\$35,000,000; slight increase; chiefly from the United Kingdom.

*Motor Car Tires.*—Number imported 175,000; increase 15 per cent; from the United Kingdom, France, and North America.

*Cotton Underwear.*—Value of imports \$2,300,000; increase 30 per cent; chiefly from Japan.

*Stockings.*—Value of imports \$500,000; from Japan, United Kingdom, and North America.

*Cotton Piece Goods.*—Value of imports \$170,000,000; slight decrease; chiefly from the United Kingdom.

*Motor Cars.*—Number imported 7,984 as compared with 4,323 during previous fiscal year; number imported from Canada 3,290, from the United States 2,865, and from the United Kingdom 1,005.

*Motor Trucks.*—Number imported 1,044 as compared with 480 during previous fiscal year.

## PRODUCTION OF SUGAR IN JAPAN

Since the pre-war period there has been a marked increase in the production of sugar in Japan. At present there are two centres of production, Okinawa or the Luchu archipelago in Japan proper, and Formosa. In the former there are eleven mills with a total capacity of 3,550 tons. The sugar industry of Japan is inseparably connected with that in Formosa, where there exist thirteen companies with forty-seven refineries, as compared with thirteen refineries in Japan proper. A large proportion of the Formosan output is exported to Japan. According to figures published in *Finance and Commerce* (Shanghai), about half the production of sugar in Formosa during the 1919-20 season, amounting to 366,015,359 kin, valued at yen 135,224,159, was shipped to Japan.



## PRELIMINARY STATEMENT OF TRADE OF CANADA, 1923-24: FORTHCOMING PUBLICATION

The Dominion Bureau of Statistics is about to issue the Condensed Preliminary Annual Report of the Trade of Canada for the fiscal year ended March 31, 1924. In former years this report was first published in the *Commercial Intelligence Journal* and subsequently issued as a separate pamphlet. On account of the necessity for compression in the *Journal* and the increased size of the report, such an arrangement was not possible this year.

This preliminary report is designed to present, in condensed and handy form, a precis of Canadian trade statistics as at the close of the fiscal year ended March 31, 1924. The review of the year's trade, and of Canada's present position among the great commercial nations of the world, is followed by historical tables showing Canadian imports and exports from Confederation down to date. The trade of the last three years is then analyzed by main groups and by countries, and that of the latest year by both main groups and countries. Finally, there are tables detailing the trade in all principal commodities for the three latest years, together with the trade with the United Kingdom and the United States for the two latest years.

The figures for 1924 are preliminary; those for earlier years are final.

The report will be available in about a week and may be had on application to the Dominion Bureau of Statistics, Ottawa.

## THE DEVELOPMENT OF BRAZILIAN MARKETS

TRADE COMMISSIONER P. W. COOK

[The first of this series of reports, on "Finance and Economics," was published in *Commercial Intelligence Journal* No. 1054 (April 12, 1924); the second, on "Dried, Salted and Preserved Fish," in *Commercial Intelligence Journal* No. 1062 (June 7, 1924).]

### Wheat and Flour Situation

Of recent years the milling industry in Brazil has materially increased, so that to-day approximately 75 per cent of the total consumption of wheat flour is of national manufacture. In the city of Rio de Janeiro there are two large mills with a daily capacity of about 15,000 sacks each. In the city of Sao Paulo there are three mills with a daily capacity of about 500 tons. In the port of Santos there is one mill; at Porto Alegre there are two; at Pernambuco two of decided importance; and at Paranagua (Rio Grande do Sul) there is one large mill and another in contemplation. There are also a number of smaller mills throughout the country, but as yet exact information regarding the extent of the industry has not been compiled. It is probable, however, that about 400,000 tons of wheat flour are milled annually. Agricultural statistics for the crop year of 1922-23 show that in the whole of Brazil only 80,000 metric tons of wheat were produced. This was less than 15 per cent of the total consumption, so that the country still remains largely dependent on importation. It seems further (although Government aid and encouragement may rectify this) that wheat production is decreasing rather than increasing, and this is accounted for by the comparatively primitive state of the districts suitable for wheat production, by the difficulties of transport, and by very primitive methods of cultivation.

### IMPORTS OF WHEAT

The chief imports of wheat are from Argentina. In 1922 shipments from this source amounted to 423,068 metric tons, the United States ranking second

with 10,168 metric tons, the aggregate import being 436,358 metric tons. This was an increase over 1921 of over 58,000 metric tons, but is a slight decrease from the 1913 imports. While Canada has had little share of this trade during the last few years, exports of Canadian wheat to Brazil for the fiscal year ending March, 1923, amounted to 10,000 bushels valued at \$13,800 and for the fiscal year ending March, 1924, amounted to 160,533 bushels valued at \$163,675. Generally speaking, Canadian hard wheat is of too high quality for Brazilian mills, the standard of which is the softer Argentine wheat. While Argentina is the natural source of supply for Brazil, it is possible that the market for Canadian wheat could be materially increased, particularly for sales during the months of November, December, and January before the Argentine early crops are available; but shipments from Canada will be chiefly No. 2 or No. 3 Northern.

Quite apart from price, there is the difficulty of adequate shipping facilities, and this is further increased by the fact that the more important mills in Rio de Janeiro maintain their own steamship service from the River Plate and therefore only import North American wheat at considerably greater cost when shipments from Argentina are not available. The northern mills, however, particularly those situated in Pernambuco, might well become good customers of Canadian mills. The freight to Pernambuco from Canadian Atlantic ports would more nearly approximate that from Buenos Aires, and the successful development of this market would seem at present in large measure dependent on the establishment of satisfactory transportation.

#### DUTIES

The duties on wheat are 10 reis per kilogramme and on flour 25 reis per kilo., 60 per cent gold and 40 per cent paper. One milreis (1,000 reis) gold equals 54.6 cents, and one milreis paper, at present exchange, 11.6 cents. Thus the total duty is about equal to 22 cents per 100 pounds on wheat and 55 cents per 100 pounds on flour. There are no preferential rates in respect of any country. For several years the United States was granted a preference on wheat flour of 30 per cent of the duty, but this preference has not been in effect since the beginning of 1923. Recently authority has been granted to the Ministry of Finance to reduce the duty on wheat and flour by any percentage not exceeding 40. To the present, there is no intimation that this reduction has been put into force. In any event it will not affect the relative positions of competing countries as no preference is contemplated.

#### THE FLOUR TRADE

Brazilian imports of wheat flour (1922) were as follows:—

	Metric Tons	Values U.S. Dollars
United States .. . . .	36,538	\$3,112,867
Argentina .. . . .	80,459	5,459,847
Uruguay .. . . .	3,123	300,759
All countries .. . . .	120,133	\$8,874,421

While United States flour imports to Brazil increased during 1922 as compared with 1921 to the value of about \$600,000, wheat imports diminished by nearly \$3,000,000. Argentina, on the other hand, made substantial gains in both commodities.

Canada exported flour to Brazil during the last three Canadian fiscal years as follows: 1922, 620 barrels valued at \$3,171; 1923, 5,463 barrels valued at \$30,623; and 1924, 53,347 barrels valued at \$287,122.



The highest qualities of flour are not in demand in Brazil, top patents or even second patents being of too high a grade for this market, and it is doubtful if either will ever be imported with success. The chief United States flour on the market is "Gold Medal," of a quality which seems to be a 95 per cent fancy clear. It would be useless to offer first qualities, particularly of hard flours. At the moment there is a good deal of Argentine flour on the market and local mills are lowering prices. A price of \$2.60 to \$2.70 c.i.f. for a fancy clear approximating Argentine flour would probably attract attention, but it is hardly likely that higher quotations would secure business. Recent Canadian shipments, while disposed of successfully, were of too high a grade for local purposes. In this respect shippers should be entirely guided by the specifications of their local agents and not attempt to introduce qualities for which there is not already an established demand. Canadian mills are well advised to first obtain samples of popular flours in order to match them in their own shipments.

Practically all shipments to Brazil are in the usual 44-kilo. export sacks, quoted c.i.f.

#### ADVERTISING

Once a brand of flour becomes popular it will under normal circumstances sell itself, but naturally the process entails a certain expenditure and a good deal of patience. The success of certain Argentine and United States marks is in some measure due to judicious advertising. In Rio de Janeiro and Sao Paulo results from indirect newspaper advertising are generally good, but in respect of sales in the smaller towns (referred to in next section) the most advantageous form would seem to be posters and advertisements in cinematograph theatres. Most important of all, however, is direct advertising to the retail trade, and particularly the bakeries, by means of attractive calendars, circulars and show-cards.

#### REPRESENTATION

It must be remembered that the area of Brazil is approximately that of the United States and that its population is extremely scattered, although necessarily the greater part has gravitated toward the sea coast. Thus of the total population of 30,500,000 only 1,500,000 is in Rio de Janeiro and about 600,000 in the city of Sao Paulo, a condition very different from that obtaining in Argentina, where nearly 25 per cent of the entire population is situated in or about the city of Buenos Aires. Added to this diffusion of population is the difficulty of inland transport, as the railway system of Brazil is inadequate to link up even the more important coastal cities. And yet a large percentage of flour is imported for cities and districts far removed from the main ports of Rio de Janeiro and Santos, as will be seen from the following table:—

#### *Entries of Wheat and Flour, 1918*

	Kilos.		Kilos.
Manaos.. . . .	2,361,000	Paranagua .. . . .	1,143,000
Para .. . . .	6,736,000	San Francisco .. . . .	7,590,000
Maranhao .. . . .	227,000*	Rio Grande do Sul .. . . .	3,351,000
Fortaleza (Ceara) .. . . .	1,444,000	Pelotas .. . . .	3,670,000
Recife (Pernambuco) .. . . .	15,000,000	Porto Alegre .. . . .	13,930,000
Bahia .. . . .	9,971,000	Santa Anna do Livramento .. . . .	14,963,000
Rio de Janeiro .. . . .	172,012,000	Uruguayana .. . . .	18,102,000
Santos .. . . .	158,131,000	Corumba .. . . .	1,432,000

Adequate representation in Brazil necessitates a chain of agents extending from Manaos, on the Amazon, to the port of Rio Grande do Sul, in the state of Rio Grande do Sul. Few if any Rio de Janeiro importing firms control a complete agency organization of this type, so that an efficient system would neces-

sitate at least a number of independent agents having no connection with the chief importers in Rio de Janeiro and Santos. Therefore Canadian mills, while they may with comparative ease establish connections in the Federal District of Rio de Janeiro and the state of Sao Paulo, will find it very desirable to send a travelling representative on an extended tour to cover the towns listed in the above table. Such a representative would be best advised to come first to Rio de Janeiro, establish his connection with a Rio de Janeiro or Sao Paulo importer, and subsequently in co-operation with such importer organize a chain of sub-agencies.

#### DELIVERIES

Inadequate transportation and high freight rates by comparison with those obtaining from the River Plate are the chief obstacles to the development of the Brazilian wheat and flour markets. There are, however, several British and United States steamship lines running from New York and other United States ports direct to Rio de Janeiro and Santos, the services of which could be utilized. The coastal ports are served by the Lloyd Brasileiro (Brazilian Government Line, with an office in New York). For northern or Amazon ports short transshipment from Ceara, Para, or Pernambuco would probably be necessary, on one or other of the smaller coastal lines, notable among which is the Companhia Lage Irmaos, with head office in Rio de Janeiro.

### MARKET FOR BRITISH COLUMBIA APPLES IN BELGIUM

CANADIAN TRADE COMMISSIONER A. S. BLEAKNEY

Belgium imported foreign apples to the extent of 2,695 metric tons in 1923, and exported 17,040 tons. The demand for apples in Belgium therefore may be regarded as only for special varieties. British Columbia apples are considered as *de luxe* and will always find a limited market in this country.

France and Holland are the principal foreign countries exporting to Belgium; the following table shows the principal suppliers from November to February, 1923-24, in metric tons:—

	Oct.	Nov.	Dec.	Jan.	Feb.
Germany .. . . .	1	2.2	0.65	—	—
France .. . . .	595.5	897.6	200.1	124.2	113.2
Great Britain .. . . .	2.0	3.4	8.1	0.49	8.9
Italy .. . . .	—	39.6	3.0	0.74	0.36
Holland .. . . .	390.9	202.6	37.0	12.7	14.2
Other countries .. . . .	—	1.2	15.0	2.8	0.07

The Belgian returns show no direct Canadian imports, but it can be taken for granted that the apples credited to Great Britain include Canadian apples.

This year a carload of British Columbia apples shipped direct to Antwerp in refrigerated space, via the Panama Canal, Holland-Amerika Line, were offered for sale by auction at Antwerp in early January. It is claimed here that this shipment would have brought a better price in early December and have secured a readier sale. In early January, some lots of American apples from England were selling below English market prices.

*High Duty Charges.*—The very high duty of 1 franc per kilo (2.2 pounds) is imposed on imported apples, i.e., about 20 francs per case. As the wrapping is a necessity for apples brought from a long distance, and Dutch and French apples are not as a rule wrapped, this forms a strong handicap against Canadian shipments, which are already struggling against the disadvantages of exchange.

*Varieties and Prices Obtained.*—The shipment in question included the following: Extra Fancy Delicious (a few cases of which were auctioned at an



average of 110 francs the case); Rome Beauty Extra Fancy (100 to 110 francs); Extra Fancy Winesap (90 to 95 francs the case); Jonathan Extra Fancy (80 to 95 francs); Spitzenberg Extra Fancy (85 to 95 francs); Yellow Newtowns Extra Fancy (good fruit of which was worth from 85 to 100 francs).

*Colour Preferences.*—In general, red varieties are preferred and the Newtown, though appreciated and meeting with good demand, does not sell at a premium as it usually does in England.

*Size Preferences.*—As on all markets where the cost per box is so high that the consumer requires several apples to the pound in order to get what he considers value for his money, medium sizes are preferred and large sizes are severely discounted. Sizes 150 to 175 command the best prices, and smaller sizes up to 200 are likely to make higher values than the larger sizes, 96 to 125. However, for apples like the Delicious, which are considered as extra luxurious, the big sizes are appreciated.

*Grade Preferences.*—As will be seen by the prices quoted above, for the grades Extra Fancy and Fancy, while there is of course a tendency to discriminate somewhat between the two, the Fancy grade, if not markedly deficient in colour, returns almost as good values as the Extra Fancy, and a popular size of Fancy is likely to make a higher price than an unpopular size of Extra Fancy. However, it is likely that this situation will alter with the education of the market.

*McIntosh Red.*—In view of the large quantities of McIntosh Red grown in British Columbia, special inquiry was made as to the prospects for these. Unfortunately the season for this variety is so early that, except for such quantities as might be sold in December, the outlook is not promising. In a normal year, home supplies and imported Dutch and French apples are in such heavy supply in October and November that transatlantic imports find no outlet.

The normal demand for Canadian apples comes in December and January, drops off in February, and then in March there is a small demand for, say, Rome Beauties, Winesaps and Newtowns. It was claimed that Spitzenbergs and Jonathans lose weight too rapidly for the March demand.

The writer has watched carefully for the appearance of Canadian apples in the shops here. They were shown quite freely in March and sold for Fancy Jonathans at 3.75 francs the half kilo, and Rome Beauties and Newtowns at 4 francs. They were still in good condition but had lost a little of their original flavour.

The importer interviewed felt that the market was very limited, and outside of what comes from London, about 2,000 to 3,000 cases could normally be disposed of. The danger to be avoided is uncontrolled sales, as too many apples in sight rapidly depress the market. American apples too freely offered last year had this effect. The auction of Canadian apples in question was performed by an auctioneer of a co-operative society, who was paid a commission by the importer. Generally speaking, auctions in Belgium require to be rigidly controlled and a reserve price placed on all fruit. The fruit sold, O.K. Brand, has secured a very good reputation and it would appear that the start made should be fostered and the channel of trade encouraged and protected. The importer states that a small profit was made on the transaction. The shipment in question was bought outright.

Buyers, knowing that the article was perishable and had to be sold, showed considerable resistance when an effort was made to obtain increased prices to cover increasing exchange. It was stated by the importer in question that cold storage space came to 3 francs per month per case, and was not reliable as there was no proper cooled space for fruit except at Antwerp, and this had to be stored with other articles requiring a lower temperature.

Of course, the question of exchange is very much to the fore. When the shipment was paid for, the dollar cost 22 francs and when the apples were sold, the average exchange was 25. The freight charges, inland, Canadian and ocean, came to \$1.25 per case—an enormous charge.

Further orders next year are planned, and it is hoped that, with the experience gained this year and with a better exchange, British Columbia apples will make a further step towards becoming a staple article on this market.

It must be borne in mind, however, that this was a year of abnormally short Continental fruit crops, and that the prices mentioned are not those that can be expected under more normal conditions. A further caution is necessary. American boxed apples are received in Belgium, to some extent, for sale on shippers' account. The demand, however, is so limited that business on this basis cannot be recommended, on the strength of the only information likely to be available to the distant shipper. Cash transactions, however, such as the one dealt with above, will be quite satisfactory, and a more general use of this market could be made with advantage on a consignment basis, if a British Columbia representative in the United Kingdom, or a special representative on the Continent, constantly in touch with the market fluctuations, were in a position to direct re-exported shipments.

## DUTCH RAILWAYS AND THEIR REQUIREMENTS

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, May 28, 1924.—The railway situation in the Netherlands is gradually becoming more satisfactory, and the reduction in staff and in the salaries of all employees which have been effected this year, should make for a larger improvement in the financial condition of the railways. At one time all railroads in the Netherlands were privately owned, but as a result of state control of freight and passenger rates being introduced, as well as of the enactment of labour laws restricting the hours of labour, etc., the railways have been united into a governmental organization, operated and controlled by the state, who guarantee a certain return to the original owners and naturally have to cover any deficit that may be incurred in operating the combined roads.

The total length of all railways under the control of the state amounts to 3,676 kilometres, and recently published statistics show that receipts for the year 1923 totalled 161,577,000 guilders as compared with 175,359,000 and 194,223,000 guilders in 1922 and 1921 respectively. Although steps were taken to operate last year without a deficit, provision had to be made in the State Budget for this year for 22,000,000 guilders, as compared with a deficit that had to be met in 1922 of 28,500,000 and of 31,000,000 guilders in 1921. However, during the past year the hours of employment were extended, the personnel in central offices decreased, and the services of many superintending officials dispensed with, and economies were effected in the consumption of fuel and materials. However, works of replacement and extension were still further postponed in 1923, and some of the more urgent of these schemes may be carried out this year.

Before the war the railways of Holland required to import from 750,000 to 1,000,000 railway sleepers annually, in order that the roads could be kept in proper condition, and the requirements of new construction satisfied. During the war and since the Armistice, it has not been financially possible to maintain the roads at anything like their pre-war condition, nor has it been possible to effect any extensions. As a result of this slowing up in construction, the quantities of ties imported naturally decreased and last year something less than half a million only were brought in. The chief engineer of the Nederlandsche Spoorweg, Utrecht, states that ties are only bought as required and



not by contract. It appears that the general practice followed by the railways is to receive quotations and proposals from offerers about September of each year, and then as sleepers are needed the firm quoting the most attractive terms is advised to forward a certain quantity to wherever they may be required.

The railways only require untreated wood for ties, since they operate their own creosoting and impregnating plants. Ties are required for ordinary track work and maintenance, but a certain number of special lengths and sizes are purchased each year for switch and cross-over work. Usually, however, these switch ties are required to be of hardwood. If any Canadian firm feels that they can quote attractive prices to the Netherlands Railways Purchasing Department they are advised to correspond with the chief engineer of the *Nederlandsche Spoorweg, Utrecht*, who is already familiar with such Canadian woods as are suitable for this particular purpose, and who would be glad to hear from Canadian sources of supply.

## ITALIAN FOREIGN TRADE

ASSISTANT TRADE COMMISSIONER A. F. MACEachern

Milan, May 9, 1924.—Official Italian trade statistics show that Italy's unfavourable balance of trade, which stood at 1,092 million lire at the end of February, 1923, had been reduced to 785 million lire on the corresponding date of this year. Exports during the first two months of 1924 showed an increase of 386 million lire, and imports registered a gain of 90 million lire over the figures for the parallel months of 1923.

Imports of frozen meats and canned and salted fish showed a noteworthy increase during January and February, and the measures taken to provide cold-storage facilities are generalizing the use of frozen meat in the more important centres. Imports of wheat and maize showed a marked decrease during January and February as compared with those recorded during the same months of 1923.

Export figures show a gain in most agricultural items, and are indicative of the fact that the export of farm products is now approaching its pre-war standard. Increases are also shown in exports of cotton and wool textiles and artificial silk, while the number of automobiles exported during January and February, 1924, was 2,427 as compared with 1,837 exported during the same period of 1923.

During the year 1923, 58,825 quintals of agricultural machinery were imported into Italy, of which total more than 62 per cent were supplied by Germany, while 10 per cent was imported from Austria, and 9 per cent from the United States; smaller quantities being obtained from the United Kingdom, Czecho-Slovakia, France, Belgium, Hungary, and Switzerland.

Italy's exports of automobiles during the calendar year 1923 totalled 12,773, the numbers shipped to various countries being as follows: Great Britain, 2,677; Australia, 1,394; Switzerland, 1,146; France, 1,019; Belgium, 840; Spain, 727; Germany, 693; Argentina, 492; British India, 457; Egypt, 371; Brazil, 282; Austria, 258; Portugal, 228; Algeria, 174; Dutch East Indies, 159; United States, 121; Netherlands, 117; New Zealand, 100; Poland, 95; Greece, 80; Japan, 72; Turkey in Asia, 68; Turkey in Europe, 64; Czecho-Slovakia, 61; Morocco, 59; China, 44; Denmark 41; Norway, 36; Mexico, 33; Roumania, 8; and other countries, 857.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### New Belgian Tariff

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, May 21, 1924.—The new Belgian Tariff, which was adopted by the Belgian Chamber on February 6, 1924, with certain changes, has now finally passed the Belgian Senate without amendment. The Government will decide when it shall become effective, but it is not thought probable that it will enter in force before October.

The new tariff includes 1,212 items, as compared to only 70 in the old one, and in the matter of clearness marks a great advance. The new duties are mostly specific, although certain goods are subject to ad valorem duties. The tendency of the revision has been upwards, and an important increase in revenue is looked for. Certain duties of general application go as high as 25 per cent.

The new tariff embodies the two-column principle, with a high and low tariff. The minimum tariff is applicable to all goods for which a special regime is not expressly established. The Government is authorized to apply most favoured nation treatment to foreign countries in whole or in part on a reciprocal basis. The high tariff may be applied to foreign countries without commercial arrangement with Belgium, or which withhold the most favoured nation clause, or which by prohibitions and restrictions prejudice Belgian trade. The high tariff may be temporarily applied to countries whose currency is depreciated to an extent which threatens Belgian industry. Canada and Belgium have exchanged most favoured nation treatment, so Canada will receive the minimum tariff.

Compensating duties may be placed on foreign goods enjoying a direct or indirect subsidy for export. The Government may increase up to the No. 6 or suppress the coefficient of increase shown in the new tariff, according as values are maintained. The coefficients are simply numbers, the final rates being reached by multiplying the basis rate by these coefficients.

In regard to value for duty on an ad valorem basis, the value to declare is that which the merchandise has normally at the place of origin or manufacture, increased by the cost of packing, freight, commission and all other costs necessary for the importation up to the place of entry. The value cannot in any case be inferior to the normal wholesale price of similar articles on the Belgian market at the moment of importation, less the duty shown in the minimum tariff.

Invoices in foreign money are converted into francs at the official Brussels Bourse rate of the day preceding the declaration.

The rate is unchanged on the following articles of interest to Canadian exporters: cattle, fresh bacon, sugar, butter, cheese, lard, grain, flour, boxed apples, dried apples, flax, graphite, feldspar, asbestos, mica, linseed cake, tobacco, whisky, toilet soap, wood-pulp, newsprint, automobile accessories, pipe organs, sporting equipment, and raw materials for industry.

A schedule showing the new and old rates on articles of present or possible interest to Canadian firms is on file at the Department of Trade and Commerce, Ottawa, and is available for consultation.

### Russian Customs Tariff

TRADE COMMISSIONER L. D. WILGESS

Customs duties in the United Socialist Soviet Republics were introduced with the new economic policy. By a decree of the Council of People's Commissaries of February 14, 1922, a comprehensive tariff for trade with European



countries was laid down. This decree, and also the results of the first year of its operation, were discussed in *Russian Information and Review*, April 14, 1923, p. 427. The customs regulations have necessarily been modified from time to time. The present article summarises the main provisions of the existing rules.

The customs tariff of 1922 was actually based on a plan which had been drawn up by the former Russian Ministry of Trade and Industry in the years 1913-16. For a number of goods, such as tea and coffee, a duty is imposed purely from a fiscal point of view with the object of increasing the state revenue. In the case of other commodities, a duty is imposed with the idea of protecting Soviet industry or of prohibiting the import of luxuries. In some cases, such as cotton, the duty may be regarded as serving both these purposes.

#### PROHIBITED ARTICLES

A large number of articles are absolutely prohibited from being imported into the U.S.S.R. These include: aeroplanes (and spare parts), ammunition, arms, foreign lottery tickets, opium, poisons, cancelled shares and bonds, playing cards, hashish, pornographic articles, artificial saffron, precious stones, and also all documents, manuscripts, printed matter, photographs, cinema films, drawings, and plans prejudicial to the political or economic interests of the U.S.S.R. Explosives and guns for hunting, morphia, and cocaine, are only allowed to be imported if special rules are observed.

*Duty Free Commodities.*—As a general rule there is a specific (i.e. per pood, per piece, etc.) duty on all goods imported into the U.S.S.R. from European countries, with the exception of the following, which are allowed in free of duty:

- (1) Cattle, horses, and other animals (except such as are specially mentioned in section 40 of the tariff);
- (2) Gold and silver in bars;
- (3) Iron ships (except those intended for use on the Caspian Sea, or for special work as ice-breakers, towing tugs, etc.) and other ships which are to be used under the Soviet flag for navigation on frontier rivers;
- (4) Pictures, drawings, plans, maps, and music in manuscript;
- (5) Books and periodicals in any language except Russian, Ukrainian, or other dialects of the U.S.S.R.;
- (6) Objects of art intended for museums or exhibitions, antiquities, and archæological or numismatic specimens not intended to be used as furniture or ornaments, and which cannot be mistaken for commodities for sale;
- (7) Samples of all kinds of manufactured goods and materials, and single copies of advertisements, catalogues, price lists, etc.
- (8) Tractors, with their spare parts, etc., and mechanical ploughs;
- (9) All kinds of fish, caviare, and other fish products prepared by fisheries leased by the U.S.S.R. abroad.

Similarly, there is no duty on parcels sent from abroad through the Workers' International Relief, on literature intended for scientific organizations, on tools, food, clothing, or household utensils intended for groups of organized industrial or agricultural workers, or on tools, farmstock, household objects, etc., imported by immigrants for their own use. Until January 1 several Soviet and foreign humanitarian organizations, such as the Russian Red Cross and the After-Famine Commission, were entitled to import free of duty foodstuffs, clothing, medicaments, and other goods, and also agricultural machinery and other materials for the restoration of present farms.

*The Eastern Frontier of the U.S.S.R.*—The customs tariff in force on the eastern border of the U.S.S.R. differs considerably from the tariff on goods imported from Europe. On April 11, 1922, a special customs tariff was approved by the Council of People's Commissaries affecting Asiatic trade over the Turkish and Persian land frontiers, the Caspian Sea ports and the Afghan, Chinese, and Mongolian frontiers. This tariff applies only to goods imported into the U.S.S.R. of Persian, Turkish, Afghan, Chinese, and Mongolian origin.

According to this tariff, there is no duty on the import of corn, peas, beans, potatoes, other vegetables, rice, flour, meat, game, cheese, cards, butter, milk, or eggs. On a number of articles, which are admitted by special permission of the People's Commissariat for Foreign Trade, only a small duty is imposed. These include precious stones, resin, gums, raw cotton, and wool.

In the Far Eastern district the European tariff is in force, but on a large number of articles it has been considerably modified. In this district free entry is permitted for butter, hay, straw, artificial polishing material, graphite, machinery, and spare parts. On the Mongolian border of the Far Eastern district, however, the Asiatic tariff is in force, and as a result a number of Mongolian products, especially hides and skins, are allowed in free of duty.

*Differential Rates.*—The existing customs tariffs allow a number of differential rates, according to the frontier over which the goods are imported into the U.S.S.R. Tea, for instance, is subject to a smaller duty when imported over the Chinese, Afghan, Persian, or Turkish borders. Coal, coke, turf, and briquettes, when imported through the ports of the Black or Azov seas or overland frontiers, are subject to a much higher duty than when imported via the Baltic or White seas.

In the same way, by a special regulation of the Council of People's Commissaries (May, 1923), the port of Murmansk was given special privileges in the way of exemption from or modification of customs rates. A very large number of important commodities are entitled to enter the U.S.S.R. through Murmansk free of duty, including rice, flour, untanned hides, leather, copra, copper, and tin. Comparatively low duties are imposed on raw sugar, coffee, tea, cast-iron, iron, and steel ware, textiles and a number of other articles.

Especially favourable terms have been granted to a number of eastern countries as a result of special agreements. Persia, Mongolia, and Afghanistan in particular, are favoured in this respect.

According to the terms of the decree of February 14, 1922, the Soviet Government is authorized to raise the customs duty, in the case of goods shipped from countries which have not yet signed a trade agreement, to as much as 100 per cent of their value.

### **Dumping Duty on Canadian Cement in South Africa**

A Proclamation issued on 22nd April, 1924, provides that there shall be levied on cement imported into the Union from Canada a dumping duty equal to the difference between the price at which cement of a like grade is sold for home consumption in Canada plus the free on board charges and the selling price free on board to the importer in the Union, provided that this duty shall not in any case exceed 25 per cent ad valorem, says the *Board of Trade Journal*.

### **Duty-free Admission of Certain Fresh Fruit in Brazil**

Acting on the authority conferred by Article 4 of the Budget Law for 1924, the President has promulgated two Decrees providing for the admission into Brazil, free from import duty and *expediente* tax, during the current year, of fresh fruit coming from the Argentine Republic and the United States of America, says the *Board of Trade Journal*.

### **Certificates of Origin for Morocco**

Mr. A. F. MacEachern, Assistant Trade Commissioner in Milan, writes under date May 20, 1924, that under the terms of an "edict" of the Moroccan Government the customs authorities are empowered to demand a certificate of origin for goods entering Morocco, in cases where a doubt exists as to the real



origin of the goods. This regulation was framed to prevent the entry into Morocco of goods from Germany, and in practice a certificate is very rarely insisted upon. Goods of a perishable nature should be provided at the port of origin with a certificate from the sanitary authorities that they are fit for human consumption.

### Commercial Travellers in Morocco

Mr. A. F. MacEachern, Assistant Trade Commissioner in Milan, writes under date May 20, 1924, that an "edict" of the Moroccan Government provides that every commercial traveller entering Morocco, irrespective of his nationality or the duration of his stay in the French zone, must be in possession of a "carte d'indentité," the cost of which is ten francs. Commercial travellers in Morocco are not subject to any special tax apart from the cost of the indentivity card.

### FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JUNE 9, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 9, 1924. Those for the week ending June 2, 1924, are also given for the sake of comparison.

	Parity	Week ending	
		June 2, 1924	June 9, 1924
Britain .. . . .	1.00	\$4.3811	\$4.3826
France .. . . .Fr.	1.	.0509	.0517
Italy .. . . .Lire.	1.	.0439	.0442
Holland .. . . .Florin.	1.	.3792	.3803
Belgium.. . . .Fr.	1.	.0441	.0452
Spain.. . . .Pes.	1.	.1378	.1369
Portugal.. . . .Esc.	1.	.0317	.0317
Switzerland .. . . .Fr.	1.	.1784	.1789
Germany.. . . .Mk.	1.	.....	.....
Greece.. . . .Dr.	1.	.1959	.0203
Norway .. . . .Kr.	1.	.1382	.1379
Sweden .. . . .Kr.	1.	.2692	.2697
Denmark .. . . .Kr.	1.	.1707	.1714
Japan.. . . .Yen	1.	.4099	.4115
India .. . . .R.	1.	.3109	.3112
United States.. . . .	1.	\$1.00	1.0153
Mexico .. . . .	1.	.4885	.4890
Argentina .. . . .Pes.	1.	.3322	.3328
Brazil.. . . .Mil.	1.	.1111	.1105
Roumania .. . . .Lei	1.	.....	.....
Jamaica .. . . .£	1.	4.368	4.3736
British Guiana .. . . .	1.	1.	1.
Barbados .. . . .	1.	1.	1.
Trinidad .. . . .	1.	1.	1.
Dominica.. . . .	1.	1.	1.
Grenada .. . . .	1.	1.	1.
St. Kitts.. . . .	1.	1.	1.
St. Lucia.. . . .	1.	1.	1.
St. Vincent .. . . .	1.	1.	1.
Tobago .. . . .	1.	1.	1.
Shanghai, China .. . . .Tael	1.	.7424	.7482
Batavia, Java .. . . .Guilder	1.	.3649	.3670
Singapore, Straits Settlement .. . . .	1.	.5081	.5144

## TENDERS INVITED

## New Zealand

Copies of drawings and specifications have been received from the Canadian Government Trade Commissioner at Auckland for equipment for the Public Works Department, and the Post and Telegraph Department, Wellington. These specifications and drawings are open for inspection at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, and the Stores Manager, Post and Telegraph Department, Wellington, in accordance with these specifications.

## PUBLIC WORKS DEPARTMENT: LAKE COLERIDGE POWER SUPPLY

No.	Date of closing	Particulars
S.M. N201	July 29, 1924	Manufacture, supply and delivery ex ship's slings, Lyttleton, or alternatively F.O.B. port of shipment, of four-motor travelling crane complete in every respect, and in accordance with the specification, conditions of contract, diagrams.

## POST AND TELEGRAPH DEPARTMENT

Indent 6169	July 14, 1924	Fifty brackets, expansion, telephone, extending to approximately 26 inches, with telephone clamp and receiver hook, to fit $\frac{1}{2}$ -inch spindle on mounting. One hundred brackets, expansion, telephone, extending to approximately 38 inches with telephone clamp and receiver hook, to fit $\frac{1}{2}$ -inch spindle on mounting. Fifty mounting, for table, for expansion bracket, taking $\frac{1}{2}$ -inch spindle. Fifty mounting for outer angle, for expansion bracket, taking $\frac{1}{2}$ -inch spindle. Fifty mounting for wall, or angle, for expansion bracket, taking $\frac{1}{2}$ -inch spindle. Fifty mounting, for wall, for expansion bracket, taking $\frac{1}{2}$ -inch spindle. A sample bracket must be submitted with quotation, together with full particulars of the item it is proposed to supply.
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## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

## Foodstuffs

679. GRAIN AND FLOUR.—Quotations c.i.f. French port wanted by a French firm from Canadian exporters of wheat, maize, barley, oats, bran, oilcake and fodder, flour, etc.

680. FLOUR, GRAIN, ETC.—An established firm in Finland, who are desirous of interesting themselves in the importation of Canadian flour and other products, would be glad to receive offers and samples from Canadian millers and shippers.

681. GROCERIES.—An Australian importer is interested in general grocery lines. Quotations f.o.b. steamer.

682. CONFECTIONERY.—An Australian importer is interested in patented articles and novelty lines. Quotations f.o.b. steamer.

683. EVAPORATED APPLES.—A firm in Hamburg, Germany, seek the agency of Canadian exporters of evaporated apples.

684. FOOD PRODUCTS; CANNED FISH; CEREALS.—A French concern would like to secure the representation, on a consignment basis or otherwise, of Canadian firms exporting food products, canned fish, cereals.

685. CANNED LOBSTERS.—A firm in Hamburg, Germany, seek the agency of Canadian exporters of canned lobsters.



686. CANNED LOBSTERS.—A firm in Hamburg, Germany, inquire for canned lobsters in half- and one-pound tins packed in paper as buyers.

687. CODFISH.—A Spanish importer in Madrid is desirous of representing Canadian firms interested in the exportation of codfish.

688. FISH, ETC.—A firm in Naples are anxious to open up business relations with Canadian exporters of dried and salted fish, salmon, tinned meats, and bacon.

689. BACON AND HAMS.—One of the long-established Glasgow produce importers, with extensive selling organization, would like to represent independent Canadian packing house for bacon and hams in Scotland or United Kingdom. (See report in *Commercial Intelligence Journal* No. 1051.)

690. BUTTER, EGGS, CHEESE, ETC.—A Glasgow firm desire to represent, either on a commission basis or as buying agency, a Canadian exporter or exporters of butter, cheese, eggs, honey, etc.; one partner of the firm just returned after fourteen years in Canada.

### Miscellaneous

691. RUBBER GOODS.—An Australian importer is interested in gloves, shoes, caps, infants' garments, and novelties. Quotations f.o.b. steamer.

692. A Greek importer is desirous of hearing from Canadian firms dealing in sugar, condensed milk, and rubber tires.

693. FOOD PRODUCTS; LUMBER.—A firm in Florence wish to import dairy products, preserved fruit, and lumber for the manufacture of casks from Canada.

694. SILVER SPRUCE.—A West of England firm of timber importers desire quotations from British Columbia exporters of silver spruce suitable for aeroplane construction. Sizes 3/6 inches thick, 6/12 inches wide, 18 feet and up in length.

695. DOUGLAS FIR PLYWOOD.—A Birmingham export house desires quotations for 3-ply Douglas fir in all standard sizes, as well as the following sizes in bundles of 20 to 25 boards: 72 inches by 36 inches by 5 m. and 60 inches by 36 inches by 5 m. This plywood is for export to countries bordering on the Mediterranean and quotations accompanied by small samples should be f.o.b. Montreal or c.i.f. Malta, Gibraltar, Alexandria, or Syrian ports. Full particulars of weights and measures must be given. Initial shipment of 20 tons to be followed by larger quantities.

696. PLYWOOD.—A Birmingham export house desire general quotations for plywood 4 feet square and also 4 feet by 6 feet for direct shipment to Egypt. Full particulars of weights and measures must be given. Initial shipment of 20 tons to be followed later by larger quantities.

697. MAPLE BLOCKS.—A West of England timber firm, with branches in London and Liverpool, desire quotations for prime maple blocks in sizes 1½ inches by 3 inches by 9 inches.

698. PEGWOOD.—A firm in Hamburg, Germany, wish to receive quotations and samples from Canadian manufacturers of pegwood, as per sample on file.

699. HANDLES.—A Birmingham wholesale house desire catalogues and quotations from Canadian exporters of all types of handles used in the building trades, particularly engineering, straight and bent axe, and pick handles. Illustrations of types wanted are on file.

700. HANDLES.—A Birmingham export house desire general price lists from Canadian manufacturers of handles, particularly 36-inch pick shafts and hammer handles.

701. SHOVEL HANDLES.—Birmingham house desire quotations for long shovel handles suitable for Continental trade; such handles to be about 6 feet long, bent at the end and shaped. Quotations to be f.o.b. Atlantic seaboard, or preferably c.i.f. any Mediterranean port, in sterling.

702. CIGAR BINDERS AND FILLERS.—A Birmingham house of cigar manufacturers desire quotations from Canadian exporters of cigar binders and fillers. Quotations to be free delivered Birmingham in sterling.

703. ASH OR BEECH MALLET.—A Birmingham house desire quotations for ash or beech mallets, preferably unassembled. Quotations for heads and handles should be separate. Heads required both square and barrel shaped, all 6 inches in length, diameter ranging from 1½ inches to 4 inches, handle lengths 12 inches for head diameters 1½ to 2 inches, 14 inches long for head diameters 2½ inches to 3 inches. Greater diameters proportionate. Illustrations of types wanted are on file.

704. THREE-PLY CHAIR SEATS.—A Birmingham indent house desire quotations for 3-ply varnished chair seats in minimum quantities of 500 gross. Quotations to be f.o.b. Canadian seaboard or c.i.f. any Mediterranean port in sterling. A few samples of types in demand are on file.

705. EGG CRATES.—A Bristol agent desires quotations accompanied by sample together with agency proposition for egg crates of standard Canadian pattern.

706. REFRIGERATORS.—A Bristol commission agent desires quotations and preferably West of England and South Wales agency for Canadian manufactured refrigerators, small sizes only. No stocks carried; commission basis only.

707. HOUSE FURNITURE.—A firm in Rome are anxious to communicate with Canadian houses wishing to export to Italy.

708. TINPLATE.—Canadian exporters of tin plate for manufacturing tin boxes for canned food are requested to communicate with a Milan import house.

709. TIN PLATE.—A firm in Milan are anxious to be put in touch with Canadian firms exporting tin plate.

710. BRASS AND BRITANNIA METAL.—Canadian firms interested in the export of brass and Britannia metal in tubes and plates are requested to communicate with an Italian house.

711. TUBES, ETC.—A Milan concern wish to import metal tubes, junctions and valves from Canada.

712. IRON, STEEL SCRAP.—A firm in Genoa are anxious to be put in touch with Canadian houses dealing in iron, steel and cast-iron scrap.

713. METALS.—A firm in Genoa interested in Canadian copper, bronze, brass and zinc are willing to receive communications from Canadian firms.

714. COPPER RIVETS AND WASHERS.—A Birmingham export house desire to correspond with Canadian manufacturers of copper hose rivets and washers with a view to export trade to Mediterranean countries. This firm are also interested in copper and brass sheets. Illustrations of certain types are on file.

715. SHOE RIVETS, ETC.—A Birmingham indent and export house desire to communicate with Canadian manufacturers of lines used in the boot trade, particularly shoe rivets.

716. SHOE RIVETS.—A Birmingham export house desire quotations for iron and brass shoe rivets for direct export to Mediterranean countries. Samples.

717. SHOE PROTECTORS.—A Birmingham indent house desire quotations on malleable iron shoe protectors for heels and soles similar to types on file. Samples.

718. METALS.—A firm in Florence inquire for rough copper ingots, electro copper and pig lead.

719. Canadian houses interested in the Italian market are requested to communicate with an Italian importer of cast-iron, coal and fire-bricks.

720. A Milan firm wish to import coal, cast-iron, alloys and machinery from Canada.

721. WAGON MACHINERY.—An Australian firm are interested in machinery for making wagon and dray spokes. Catalogues and prices f.o.b. steamer.

722. CREAM SEPARATORS.—A Birmingham indent house desire quotations for Canadian manufactured cream separators, c.i.f. Port Elizabeth, South Africa, in sterling, or failing this f.o.b. Montreal.

723. WIRE FENCING.—A West of England and South Wales agency proposition is desired by a Bristol firm for agricultural wire fencing. Small hand samples should accompany quotations.

724. SMALL TOOLS.—A West of England agent desires quotations and samples of Canadian small tools, such as wrenches, files, ratchets, ratchet braces, and chisels. Agency proposition sought. All samples would be paid for, and invoice should accompany same.

725. SCYTHE STONES.—Canadian manufacturers of scythe and stainless knife stones are invited to send catalogue, price list and samples to a Bristol manufacturers' agent, who desires to represent a Canadian house for the West of England and South Wales. Commission basis only; no stocks carried.

726. SANITARY STONEWARE.—A Birmingham export house interested in the Mediterranean trade would like to hear from Canadian manufacturers of vitrified sanitary stoneware. Illustrations of types desirable are on file.

727. ASBESTOS.—A South Wales merchant would be glad to have particulars, prices, samples, etc., of asbestos roofing and other asbestos products. Agency would be considered.

728. JUTE.—Canadian exporters of jute are requested to communicate with a Milan concern.

729. DRY GOODS SPECIALTY LINES.—An Australian importer is interested in dry goods specialty lines. Quotations f.o.b. steamer required.

730. A firm in Milan inquire for Canadian textiles, imitation leather, oilcloths and bookbinder cloths.

731. ARTIFICIAL SILK.—An Argentine manufacturers' agent wishes to hear from Canadian manufacturers of artificial silk.

732. HOSIERY.—An Australian importer is interested in cashmere, silk, and artificial silk hosiery. Quotations f.o.b. steamer.

733. BUTTONS.—An Australian importer is interested in buttons used in all classes of manufactures. Quotations f.o.b. steamer.

734. CHEMISTS' SUNDRIES AND NOVELTIES.—An Australian importer is interested in chemists' sundries and novelties. Quotations f.o.b. steamer.

735. PAPER.—An Australian importer is interested in waxed paper, glazed, etc., and photographic and picture mount board. Quotations f.o.b. steamer.

736. STATIONERY NOVELTIES.—An Australian importer is interested in stationery novelties. Quotations f.o.b. steamer.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Overseas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires, *Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

James Cormack, 17 Port Royal street, Kingston, Jamaica. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central Domingo, Central American States, Colombia, Bermuda and the Bahamas). *Cable address, Cantracom.*

#### China

J. W. Ross. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhushpladsen 45, Copenhagen. *Cable Address, Canadian.* (Territory covers Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan. *Cable Address, Canadian.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230; office, 504 Osaka Shosen Kaisha Building, Kobe. *Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O. Box 683; office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Ireland.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENT

#### Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.



# Commercial Intelligence Journal

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Minister: Hon. Thos. A. Low, M.P.

Deputy Minister: F. C. T. O'Hara

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## CONDENSED PRELIMINARY REPORT ON TRADE OF CANADA, 1923-24, NOW PUBLISHED

The Condensed Preliminary Report on the Trade of Canada for the fiscal year ended March 31, 1924, reference to which was made in the last two issues of the *Commercial Intelligence Journal*, is now off press and may be obtained by any responsible persons, without charge, from the Dominion Bureau of Statistics, Ottawa.

This preliminary report is designed to present, in condensed and handy form, a precis of Canadian trade statistics as at the close of the fiscal year ended March 31, 1924. The review of the year's trade, and of Canada's present position among the great commercial nations of the world, is followed by historical tables showing Canadian imports and exports from Confederation down to date. The trade of the last three years is then analyzed by main groups and by countries, and that of the latest year by both main groups and countries. Finally, there are tables detailing the trade in all principal commodities for the three latest years, together with the trade with the United Kingdom and the United States for the two latest years.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND EIGHT MONTHS ENDED MAY, 1920, 1921, 1922 AND 1924; WITH UNITED STATES TARIFF RATES IN FORCE  
(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS.)

Commodities	Month of May				Eight Months ended May				United States Tariff Rates in force		
	1920	1921	1922	1924	1920	1921	1922	1924	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
<b>Animals (except for improvement of Stock)</b>											
Cattle.....	8,565	14,692	3,438	16,966	324,842	212,958	113,730	98,856	Free	30 p.c.	(a)
Horses.....	188,075	457,713	57,280	614,815	27,884,182	14,561,036	2,100,619	3,525,650	Free	10 p.c.	(b)
Poultry.....	46,565	21,143	118	13,510	327,408	345,715	319,891	163,792	10 p.c.	1c. per lb.	3c. per lb.
Sheep.....	3,597	16,772	7,703	9,878	499,626	580,314	572,799	470,348	1c. per lb.	Free	
	4,359	16,772	7,703	6,472	516,810	634,887	568,458	481,603	Free		
	79	1,146	183	137,543	137,543	121,646	58,203	18,643	Free		
	2,369	1,275	2,401	1,474,319	1,046,747	327,503	126,412				
<b>Fruits—</b>											
Apples, green or ripe.....	2,152	139	1		239,863	12,190	393,305	44,006	10c. per bush.	30c. per bush.	25c. per bush.
Apples, dried.....	4,430	686	6		711,825	61,492	658,754	208,502	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....				4,096	33,773	28,874	76,092	64,954	1c. per qt.	4c. per qt.	1c. per lb.
<b>Grains—</b>											
Barley.....	179,946	105	4	58	242,182	298	16,629	102,236	15c. per bush.	15c. per bush.	20c. per bush.
Beans.....	309,595	163	5	66	390,067	420	12,172	54,738	25c. per bush.	15c. per bush.	\$1.20 per bush.
Buckwheat.....	18,061	845	4	25	8,730	3,368	4,147	31,105	Free	Free	10c. per 100 lbs.
Oats.....	31,661	7,045	2,508	11,719	45,100	226,394	98,230	309,308	Free	Free	
Peas, whole.....	1,680,326	732,126	2,529	894,284	4,650,890	2,234,316	1,778,698	2,016,132	6c. per bush.	6c. per bush.	15c. per bush.
Peas, split.....	1,871,968	301,780	66,104	383,485	4,476,060	1,106,515	546,452	138,749	10c. per bush.	10c. per bush.	60c. per bush.
Rye.....	258	4,294	1,500	7,396	39,260	36,327	341,943	600	20c. per bush.	20c. per bush.	75c. per bush.
Wheat.....	5	7,175	4,059	17,024	7,960	11,270	54,180	48	Free	Free	15c. per bush.
	215,684	5,802	457	656,473	302,481	403,090	68,775	19,367,038	Free	Free	35c. per bush.
	459,685	8,802	484	1,137,392	46,178,494	11,698,477	13,582,860	2,887,357	10 p.c. or free	10 p.c. or free	7½ p.c.
	55,274	2,576,495	2,393,007	1,613,072	2,315,410	96,692,962	3,369,241	2,843,322	20 p.c.	20 p.c.	\$1.04 p. 100 lbs
	140,625	4,603,438	3,191,649	1,526,020	5,503,011	12,083,339	975	882,840	Free	Free	
<b>Grain Products—</b>											
Bran, shorts and middlings.....	1,205	183,360	5,023	431,993	283,292	947,313	274,590	2,887,357	10 p.c. or free	10 p.c. or free	7½ p.c.
Wheat Flour.....	3,054	214,072	9,143	479,410	641,828	1,475,578	270,672	2,843,322	Free	Free	
	8,114	43,333	67,226	12,573	35,705	1,234,923	543,724	133,486	Free	Free	
	98,806	302,203	450,465	62,797	417,353	12,083,339	975	882,840	Free	Free	
<b>Meats—</b>											
Bacon, hams, shoulders and sides.....	470	286	402	352	7,501	2,598	34,156	3,630	25 p.c.	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....	12,144	9,327	7,430	10,228	197,243	83,712	34,156	90,942	Free	Free	
	48,536	25,707	20,384	20,169	277,354	189,368	140,472	103,074	Free	Free	
	825,102	339,461	242,097	235,563	4,688,385	2,740,621	1,549,343	1,291,989	Free	Free	



Mutton and lamb, fresh, chilled or frozen.....	Cwt.	1,140	270	887	136	44,319	40,904	56,776	7,481	Free	2c. per lb.	(g)
Pork, fresh, chilled or frozen.....	Cwt.	23,957	4,831	15,920	3,167	980,444	1,041,318	960,368	178,043	Free	2c. per lb.	(g)
Pork, dry-salted and pickled.....	Cwt.	2,776	10,725	8,525	855	211,492	204,711	140,787	209,959	Free	2c. per lb.	3c. per lb.
Poultry, dressed or undressed.....	Cwt.	63,795	16,725	8,525	27,270	3,581	622	1,917	141,479	Free	25 p.c.	2c. per lb.
Other meats, including canned meats, but excluding extracts.....	cwt.	644	644	5,050	944	88,065	478,714	700,005	141,479	Free	2c. per lb.	6c. per lb.
Milk and milk products—												
Butter.....	Lb.	5,691	2,426	1,951	1,220	24,930	14,002	8,453	145,938	Free	25 p.c.	20 p.c.
Cheese.....	Lb.	30,266	33,785	26,673	26,757	779,889	248,084	108,823	145,938	Free	25 p.c.	20 p.c.
Cream.....	Gal.	326,759	22,399	18,040	154,497	7,794,000	1,566,603	2,644,202	4,883,918	Free	24c. per lb.	8c. per lb.
Milk, fresh.....	Gal.	185,800	5,599	3,397	43,843	4,428,038	703,010	960,715	1,904,828	Free	6c. per lb.	8c. per lb.
Milk, condensed, including milk powder.....	Lb.	4,547	13,589	325,400	90,500	3,550,449	293,028	3,537,682	1,016,800	Free	23 p.c.	(h)
Flaxseed.....	Bush.	2,044	4,448	46,893	16,808	940,453	822,791	543,503	198,970	Free	20 p.c.	23 p.c.
Grass seed.....	Bush.	81,576	128,249	146,505	285,660	382,814	562,791	953,398	1,430,438	Free	5c. per gal.	20c. per gal.
Vegetables—												
Potatoes.....	Bush.	116,802	185,327	218,554	461,245	692,738	881,027	1,400,064	2,848,216	Free	2c. per gal.	20c. per gal.
Sugar beets.....	Ton	86,604	130,433	45,905	265,258	1,199,425	715,270	718,367	1,263,996	Free	2c. per gal.	20c. per gal.
Turnips.....	Bush.	22,022	30,075	9,591	52,337	362,840	203,333	166,931	263,087	Free	2c. per gal.	20c. per gal.
Miscellaneous Products—												
Eggs.....	Doz.	1,391,910	2,702,167	444,600	31,500	7,182,045	9,548,729	592,857	5,252,194	Free	2c. per lb.	1c.—1½c. lb.
Hay.....	Ton	207,384	441,657	47,634	4,200	1,185,335	1,620,042	64,518	836,247	Free	2c. per lb.	1c.—1½c. lb.
Maple sugar.....	Lb.	1,120	1,792	2,935	1,975	69,864	69,864	94,795	142,306	Free	Free	4c. per lb.
Tallow.....	Cwt.	30,631	17,475	26,644	12,195	2,145,574	794,081	839,754	932,880	Free	Free	4c. per lb.
Wool.....	Lb.	11	241	6,090	987	79,224	22,551	7,201	218,257	Free	Free	4c. per lb.
Total value of above commodities.....	\$	8,543,245	8,804,868	5,858,262	6,109,989	\$1,049,860	147,450,713	37,986,159	49,395,001			

(a) Cattle weighing less than 1,050 pounds, 14c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent. (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per lb. (e) Prior to April 6, 1924, 15 per cent. ad val. (f) Prior to April 6, 1924, 76c. per 100 lbs. (g) Mutton fresh, 24c. per lb.; lamb fresh, 4c. per lb. (h) Cheese, 5c. per lb. but not less than 25 per cent. (i) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (j) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 516-7.

## CANADIAN VISITORS TO THE BRITISH EMPIRE EXHIBITION

The attention of the representatives of Canadian firms who may be visiting the British Empire Exhibition is directed to the Information Bureau which is conducted by the Department of Trade and Commerce at that exhibition. This bureau is in charge of Mr. L. M. Cosgrave, Assistant Canadian Trade Commissioner, and it is hoped that Canadian visitors interested in export trade to the United Kingdom and other parts of the British Empire will make a point of calling at the bureau. Canadian firms are also requested to furnish him with illustrated catalogues and sales literature which might be useful in the furtherance of Canadian trade interests at the exhibition.

## TRADE COMMISSIONER D. H. ROSS'S ITINERARY IN CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, is at present engaged on a business tour of the Dominion on behalf of Canadian export trade to the Commonwealth. The following is the second part of his itinerary:—

Toronto . . . . .	June 22 to July 5	Stratford . . . . .	July 25
Hamilton . . . . .	July 7 to 12	Woodstock . . . . .	July 26
St. Catharines . . . . .	July 14	Ingersoll . . . . .	July 28
Welland . . . . .	July 15	London . . . . .	July 29 to 30
Niagara Falls . . . . .	July 16	Windsor, Walkerville and Ford	
Brantford . . . . .	July 17 to 18	City . . . . .	July 31 to Aug. 2
Galt . . . . .	July 21	Chatham . . . . .	Aug. 4
Guelph . . . . .	July 22	Ottawa . . . . .	Aug. 5
Kitchener (Waterloo) . . . . .	July 23 to 24		

Firms in Toronto who desire to be brought into touch with Mr. Ross, or to interview him, should address their communications to him c/o Secretary, Canadian Manufacturers' Association, or to the Secretary, Board of Trade, in that city, and for other cities in the above itinerary, to the Secretary of the Board of Trade or Chamber of Commerce in the several centres.

## DEMAND FOR FISH MEAL IN GERMANY

TRADE COMMISSIONER L. D. WILGESS

Hamburg, June 2, 1924.—Reference has been made in reports, published in the *Commercial Intelligence Journal* both before and after the war, to the demand for fish meal in Germany and to the opening which is thereby offered for disposing of the fish offal and waste of Canadian fisheries. This fish waste is often unutilized in Canada or else it is converted into inferior fertilizing material, which is difficult to handle. The establishment of plants for drying and grinding the waste into fish meal for export to Germany would appear to provide the best outlet for the refuse of Canadian fisheries.

In Germany fish meal is chiefly used for feeding pigs, a small quantity being sprinkled on and mixed with the fodder. From one to five ounces per pig is given daily, varying according to the age of the pig. The purpose is to hasten the fattening of the animals. Practically all the raisers of swine in North Germany are accustomed to use fish meal, which is also sometimes given to young cattle and poultry. If the chemical composition of the fish meal is satisfactory there is no possibility of the flesh of the animal becoming tainted, provided the use of the meal is discontinued some five or six weeks before killing.

*Statistics of Imports.*—During the five years preceding the war the imports of fish meal into Germany were rapidly increasing as its use became general, and



in 1912 nearly 40,000 tons of a value of about \$2,000,000 were imported in addition to considerable quantities of fish guano both for feed and fertilizer purposes. The depreciation of the mark since the war has greatly restricted the use of fish meal in Germany and the imports during the last two years have not been large. It is expected, however, that as soon as the present crisis in German agriculture is over and the position of the farmers improves, the imports of fish meal will again approach the pre-war figure. The following table giving the importations in 1922 and 1923 will show that Norway and Great Britain are the chief sources of supply for the fish meal used in Germany:—

*German Imports of Fish Meal*

Source of Supply	1922	1923
	Metric Tons	Metric Tons
Norway . . . . .	6,058	5,521
Great Britain . . . . .	1,081	224
Other countries . . . . .	530	557
Total . . . . .	7,669	6,302

During the first three months of the present year the imports of fish meal amounted to 3,697 tons, indicating that the business since the stabilization of the currency has been on a larger scale than last year. This is confirmed by the leading Hamburg importers, who point out, however, that the restricted purchasing power of the farmers prevents importations approaching the pre-war volume.

Cod and herring meal is shipped from Norway and Great Britain, while small quantities of Manhaden meal have also been imported from Baltimore. Owing to the increasing use of fish meal in Great Britain less supplies are available from that country than before the war, and German importers are therefore now chiefly dependent upon Norwegian shippers.

*Chemical Composition.*—The chemical composition of fish meal is the most important consideration affecting the prices realized. If the meal given to pigs contains too much oil or salt, the flesh is apt to be tainted. Hamburg importers state that fish meal for feeding purposes should not contain more than 10 per cent of oil or 3 per cent of salt. The best meal is that with only 3 per cent of oil. The meal must be dried to not more than 15 per cent moisture. The Norwegians dry their meal to as much as 8 per cent moisture. Owing to its low oil content cod meal is considered the best. The Norwegians have a process of extracting the oil from herring and other fish meal by hydraulic presses, and this is said to be now used in the United States. By this process it should be possible to convert almost any kind of fish offal into meal for fodder purposes.

The process of making cod meal in Great Britain is usually to dry the fish waste in the open air, then subject it to a hot-air blast and finally to ground to a fine powder. The resulting cod meal has a chemical content of 50 to 60 per cent albuminoids, 3 per cent of oil and 24 to 28 per cent of phosphates. Herring and other fish waste is generally first steamed, then pressed, dried and ground. The meal from fresh herrings contains 60 to 70 per cent albuminoids, 10 to 12 per cent of oil, and 8 to 10 per cent of phosphates, while that from salted and smoked herrings and herring offal contains about 50 per cent of albuminoids, 7 to 8 per cent of oil and 8 to 10 per cent of phosphates.

The best prices are realized for fish meal with a low oil content and a high content of phosphates. English cod meal, ground and well-dried goods, 3 to 5 per cent oil and salt, sells for about £12 per ton c.i.f. Hamburg, while the price for herring meal is about £2 a ton cheaper. American firms have been quoting around \$60 a ton f.a.s. Baltimore for Manhaden meal.

## OPENING FOR CANADA

When Germany is again able to import the same quantity of fish meal as before the war, there should be keen competition for available supplies. It should therefore be worth the careful attention of those interested in the fisheries of the Canadian Atlantic coast, as well as possibly those interested in the fishing industry of the Pacific Coast, to consider the establishment of plants for the utilization of fish waste by conversion into fish meal. The process of manufacture is comparatively simple and the installation of the plant would not require a very great amount of capital, while abundant raw material should be available which is now unutilized. Hamburg importers have offered to test any samples of fish meal which may be sent over from Canada, so as to judge the suitability of the fish meal for the German trade.

## TARIFF PREFERENCES IN IRISH FREE STATE

With reference to the Irish Free State tariff changes published in *Commercial Intelligence Journal* No. 1060, May 24, 1924, page 620, Mr. G. B. Johnson, Canadian Trade Commissioner, advises that if no preference is mentioned in these changes, no preference is intended to be newly applied. The new duties on boots and shoes and other footwear (15 per cent ad valorem), bottles, green or black ( $33\frac{1}{2}$  per cent ad valorem), soaps and candles (10 per cent ad valorem) are therefore applicable to these goods from whatever country they may be imported.

## WEST OF ENGLAND'S INTEREST IN IRISH FREE STATE TARIFF

Mr. Douglas S. Cole, Canadian Trade Commissioner in Bristol, writes under date June 2, 1924, that the recent announcement in the Dail by the Free State Minister of Finance that the Irish Free State had decided to impose certain protective duties has been viewed with apprehension by the Bristol and Kingswood industries. The West of England trade with the Irish Free State includes boots and shoes, cocoa, motors, confectionery, soaps and candles. The most important is the boot and shoe trade, which exports large quantities suitable for Irish farm labourers.

The imposition of 15 per cent ad valorem duty on the importation of boots and shoes caused a rush of orders to the Bristol manufacturers, and it is believed that sufficient footwear has been sent from various parts of England in the week preceding the imposition of the duty to cover the country's requirements for at least a year.

## SPILLERS INDUSTRIES EXTEND ACTIVITY IN WESTERN CANADA

Mr. Douglas S. Cole, Canadian Trade Commissioner in Bristol, writes under date June 2, 1924, that it is officially announced by Sir William Edgar Nicholls, Chairman of Spillers Milling and Associated Industries, Limited, at the annual meeting in Cardiff, that after careful investigation it has been decided that the policy of extending their activities to Western Canada is to be adopted. The scheme for development involves several enterprises and includes the Vancouver Terminal Grain Company, Limited, with its new 2,000,000-bushel elevator which is to be ready for this year's crop.

The Chairman stated that two contributing factors to the decision were the intense competition in the flour milling industry in England, and the progressive development in Western Canada in wheat production, which was generally recognized as the best wheat in the world. Aspects of trade with the Orient as well as Great Britain were dealt with which emphasized the increasing importance of Vancouver as a distributing point.



## STATE OF TRADE IN MANCHESTER

TRADE COMMISSIONER J. E. RAY

Manchester, June 1, 1924.—During the month of May no appreciable improvement in the cotton industry was recorded. The fine cotton section is reported to be fairly busy in comparison with its experiences during the last two years, and the American cotton section has experienced conditions similar to those which prevailed in April. However, there is no sign of a return to full-time running of mills. There is a tendency on the part of all foreign buyers to await a drop in prices before placing anything like substantial orders.

The engineering and coal industries are still in an unsatisfactory position. Owners in some parts of the country have closed down, some finally, others temporarily, and it is anticipated that other old mines will be compelled to cease working in view of an immediate augmentation of working costs.

In the chemical trade, one of the leading industries of this territory, there is very little activity, buying on a small scale week by week being the general practice.

The timber trade is, in some sections, inclined to improve. Buying during the greater part of April was characterized by caution, but as there now seem to be more settled conditions in the building trades, and house building may probably proceed in earnest, the importers of timber take a more hopeful view of the future.

### MARKET FOR PRODUCE

At the present time the demand for butter is brisk. Danish is offering from 184s. to 186s., and Finnish at 178s. New Zealand butter is selling at 170s. in London.

Prices of "colonial" cheese have advanced this week from 88s. to 90s., Manchester. Importers state that Canadian cheese is scarce here, and they attribute the scarcity to the high prices offered by buyers in the United States.

The demand for bacon is on the increase. Current prices are: Irish 109s. to 116s., Danish 102s. to 106s., and Canadian 76s. to 90s.

## ECONOMIC AND FINANCIAL CONDITIONS IN INDIA

TRADE COMMISSIONER H. A. CHISHOLM

Calcutta, May 15, 1924.—Internal and import trade in India continues in its depressed and unprofitable condition. There appears to be little buying power in the country and a great scarcity of funds available for financing import shipments. The bank rate, which had been holding at 9 per cent for several months, has now been reduced to 8 per cent, but further substantial reductions are necessary before the effect on trade is noticeable.

As an example of the depressed state of internal trade, the annual report recently issued by the Elgin Mills of Cawnpore, which are among the largest Indian cotton goods manufacturing establishments, states that "never in living memory have Indian cotton mills been called upon to face such an extended period of bad trade." The year 1923 showed some improvement over 1922, but the prices of cotton goods and of most other manufactured commodities are still too high to tempt the average Indian purchaser who considers that at present price levels gold and silver are better buys than piece goods and other manufactured articles.

The jute and especially the tea industries continue in a flourishing condition and are paying high dividends. The iron and steel industries expect to

benefit greatly from the proposed protective tariffs on iron and steel, and the demand for machinery and manufacturing equipment should show considerable improvement before the end of the year.

Most Indian crops appear to be fair to normal this year and the situation is on the whole fairly satisfactory. Exchange remains fairly steady at around 1s. 5d. to the rupee and at around Rs. 328 to \$100 gold.

## NEW RULES GOVERNING PURCHASE OF STORES IN INDIA

Mr. H. A. Chisholm, Canadian Trade Commissioner in Calcutta, writes under date May 14, 1924, that new rules governing the purchase of stores in India have been put into effect by a resolution issued by the Government of India dated June 6, 1924. These rules state that henceforth it is the policy of the Government of India to encourage the industries of India by instituting a definite preference for stores produced and manufactured wholly or partly in India. An Indian Stores Department had been created by the Government on a temporary basis on January 1, 1922. This department has now been established on a permanent basis. The new regulations are to apply to the purchase of stores by all departments and officers of the Central Government of India, and of Provincial Governments and local administrations.

These new regulations will undoubtedly result in increasing the proportion of purchases in India for Government purposes and lessening the amount of supplies purchased through London. Wherever it is possible therefore, it will be advisable for manufacturers outside India desiring to do business with the Government of India to maintain stocks in that country in the hands of their representatives. Heretofore many foreign firms doing business in India have been content with selling through London, but the time has now come when every foreign manufacturer doing business in India should have either his own representative or an agent in the country. London contacts must still be maintained, but in addition direct contact with India is now an essential.

Copies of the new rules are on file at the Department of Trade and Commerce, Ottawa, and may be loaned to Canadian firms interested on application (quote file No. 26725).

## CANADIAN TRADE WITH HONG KONG

TRADE COMMISSIONER J. W. ROSS

Shanghai, May 15, 1924.—Hong Kong, the great commercial and shipping centre of South China, is recognized as one of the world's great ports, and although scarcely anything originates in the colony it is a most important trading point, being the receiving market for vast quantities of foreign goods, which are distributed throughout the extensive territory and numerous cities and towns of South China, and it is also the receiving and shipping port for a multitude of native products from the same territory, which find a market in all the countries of the world.

The total trade of Hong Kong was valued in 1923 at £135,387,578, of which £64,752,858 represented imports (treasure £2,798,360), and £70,644,720 exports (treasure £9,272,389). Canadian trade with Hong Kong for the two years 1922-23 was valued as follows: Imports, 1922, £391,049 (treasure £105,500); 1923, £452,476 (treasure £422). Exports, 1922, £55,685; 1923, £51,457. The imports from Canada in 1923 were thus £60,927 over those of the preceding year, almost entirely in merchandise.



## NOTES ON THE IMPORTS

*Wheat Flour.*—Imports of Canadian wheat flour into Hong Kong in 1923 were the largest on record, showing an increase of 100 per cent in volume over those of 1922. The figures and values were: 1922, 79,585 barrels valued at £126,060; 1923, 191,821 barrels valued at £249,044. Canada came next to the United States in supplying the market of Hong Kong with wheat flour in both years. The total shipments were: 1922, 1,186,075 barrels valued at £1,752,240 and in 1923, 1,215,298 barrels valued at £1,655,320, the following being the principal contributors:—

Imports	1922 Barrels	1923 Barrels
Australia .. . . .	75,609	118,223
Canada .. . . .	79,585	181,821
United States .. . . .	1,023,897	912,441

Hong Kong was able to purchase its requirements of flour at a slightly lower cost last year than in 1922.

*Soft Wood Timber.*—This shows an increase from £4,200 only in 1922, to £40,759 in 1923.

*Fish and Fishery products* (mostly dried salted herring).—This trade slightly fell off last year, still it is a large and important business. Imports from Canada in 1923 were valued at £79,334.

*Glass Bottles.*—Imports from Canada were valued at £14,391. These were all soda water bottles.

Other imports from Canada of fair value were butter, and cheese, £4,000; confectionery, £1,949; motor cars, £4,837; rubber tires, £2,470; leather, £8,000; box shooks, £5,000. Greater sales of butter should have been made, for the market took in 1923 to the value of £80,000, mostly from Australia, and some from New Zealand.

Imports of Canadian malt liquors (beer) were fairly large, amounting to \$12,270.

In hardware, tinned vegetables and fruits, jams, biscuits, condensed milk, boots and shoes, and a number of other representative Canadian products, the results were disappointing, showing that there was no active effort made to sell such lines.

## HONG KONG'S EXPORTS TO CANADA

A large proportion of Hong Kong's direct exports to Canada consists of native raw products, evidently for consumption by Chinese residents in the latter country. It is believed, however, that a much larger quantity of other commercial articles from Hong Kong reach Canada by way of the United States, and which are not credited to the Dominion in the trade returns.

## UNITED STATES CROP CONDITIONS

## TRADE COMMISSIONER FREDERIC HUDD

New York, June 10, 1924.—Unseasonable weather is having a bad effect on United States crops, and as a result "the general condition of crops now growing is lower than on any June 1 during the last dozen years for which figures are available," according to a statement issued by the Department of Agriculture, based on June crop forecasts.

Crops in the Pacific Coast States have been affected by unusually warm weather and drought, while the coldest May in years has done damage in most of the countries east of the Rockies. Unusually heavy and frequent rainfalls

have been disastrous. Sowing of spring grain has been delayed and much replanting has been necessitated. The planting of corn was interfered with.

In most of the Atlantic Coast States northward from Virginia present prospects are close to the average, but the same is true only of about half a dozen other states. With the exception of some fruits, no crop for which forecasts have been made shows as good a condition as is usual on June 1.

Forecast of the production of winter wheat is 509,000,000 bushels. This is 44,000,000 bushels, or 8 per cent, below the forecast of last month. The great falling off is due mainly to drought in Missouri and Nebraska, cold weather, chinch bug, Hessian fly damage, and other diseases of the wheat plant in Kansas, with drought in Utah, Idaho, Washington, Oregon, and California.

Some 21,000,000 bushels were reported lost in prospects during the month in Kansas, 5,000,000 in Nebraska, 8,000,000 in Washington, and 6,000,000 in Oregon.

### MARKET FOR WALLPAPER IN ITALY

Mr. A. F. MacEachern, Assistant Canadian Trade Commissioner in Milan, in response to inquiries, writes under date May 22, 1924, that there is now in Italy a good demand for Canadian wallpapers. Italian representation recently secured has been instrumental in effecting a gratifying increase in Italian importations of Canadian wallpapers. Great Britain and France are now the principal competitors in this market. German wallpapers do not meet with the approval of the Italian consumers, not because of any antipathy to German goods but for the reason that German patterns do not conform to Italian taste, the designs inclining to the hard and stolid, while Canadian, British and French wallpapers, embodying as they do wide ranges of artistic floral designs and colour schemes, are much preferred. German manufacturers also specialize in paper imitation burlaps, grain-wood and oil-cloth effects. A well-known firm would be willing to purchase on their own account, or to arrange to accept credit risk for any shipments they may require to have made direct to their customers.

The months October to January constitute the best selling season for wallpapers in Italy. Some consignments of Canadian wallpaper arriving in Italy have suffered damage, having been packed in bundles of six rolls or thereabouts, these bundles being then placed in circular shape, the whole tied, and covered with tar-paper and jute. It was discovered that the employment of this method left undesirable interstices between the small bundles, causing on account of lack of compactness, undue friction, which sometimes resulted in tearing the outside of the rolls.

A list of some of the principal Italian importers of wallpaper who are desirous of forming Canadian connections is on file at the Department of Trade and Commerce.

### THE FOREIGN TRADE OF ALGERIA

TRADE COMMISSIONER W. McL. CLARKE

Algeria's foreign trade is divided into two categories, viz: general and special trade. Now "general trade" includes transit trade which is made up of principally (1) coal for bunkering ships, and (2) goods to be re-exported to the Sahara and Morocco. For the purposes of this report it is considered advisable to refer to the special trade returns, as it is they which best reflect the commercial movement of the colony. The latest figures available are the provisional returns for the year 1922. In the market reports which have been published in the *Commercial Intelligence Journal* the year 1921 was taken as the basis of calculation, as the figures for the imports of that year rather than for 1922 were at the time alone available.



*The Special Trade of 1922.*—During 1922 Algeria's total trade amounted to 3,386 millions of francs, of which 2,007 million francs are accounted for by imports and 1,379 million francs by exports. The imports for 1922 were 317 million francs higher and the exports 14 million francs higher than during 1921. If the unfavourable trade balance of 1921 was but 425 million francs, that of 1922 at 628 million francs was to the extent of 203 million francs still more unfavourable. In 1923 the unfavourable trade balance of the colony was 166 million francs. This increase in the 1922 adverse balance as compared with that of 1921 was due not only to larger imports but also to smaller exports. Although Algeria's trade continues to be out of equilibrium, it is significant to note that offsetting this deficit are the large sums spent in the country by the French Government, the interest due to Algerians on French and foreign securities, and the income derived every year from the tourist traffic.

*Trade According to Chief Categories.*—The table which follows classifies the Algerian imports and exports for 1922 according to the four principal categories into which the trade returns are divided:—

	Imports (000's omitted)	Exports (000's omitted)
Animal and animal products .. . . .	115,235	230,954
Vegetables and vegetable products .. . . .	494,165	933,843
Mineral products .. . . .	143,712	110,633
Manufactures .. . . .	1,253,977	104,061
	<hr/> 2,007,089	<hr/> 1,379,491

*Algeria's 1923 Trade Tendencies.*—The tendency of Algeria's trade during 1923 is reflected in the trade returns for the first six months of 1923, when imports and exports as compared with imports and exports for 1922 were as follows (in francs):—

	1923 (Jan.-June)	Imports (000's omitted)
Animals and animal products .. . . .		66,245
Vegetables and vegetable products .. . . .		231,043
Mineral products .. . . .		74,243
Manufactures .. . . .		614,696
		<hr/> 986,227
	1922 (Jan.-June)	
Animals and animal products .. . . .		61,238
Vegetables and vegetable products .. . . .		203,115
Mineral products .. . . .		68,551
Manufactures .. . . .		607,363
		<hr/> 940,267
	1923 (Jan.-June)	Exports
Animal and animal products .. . . .	98,844	99,116
Vegetables and vegetable products .. . . .	454,098	484,143
Mineral products .. . . .	65,074	55,444
Manufactures .. . . .	52,061	52,535
	<hr/> 670,077	<hr/> 691,238

Though these 1923 trade returns show that imports were up for the first six months of the year, yet owing to the excellent crops of the past season, there will be recorded in all likelihood a falling off in grain imports during the last six months of 1923, while exports which are down in the known 1923 period will also tend to increase with greater quantities of grain available for export and for the manufacture of food products.

*The Direction and Origin of Algerian Trade.*—It will be necessary to revert to the year 1921 to show the origin of Algeria's imports and the destination of the colony's exports, as the figures for 1922 are not yet available. In the table





*Algeria's Principal Exports.*—The principal exports of Algeria are sheep (947,772 head)—the figures in brackets refer to the exports for 1922—ordinary wine (4,777,159 hectolitres), barley (28,339 tons), wheat (43,814 tons), groats (15,324 tons), superphosphates (17,925 tons), crude tartar (1,187 tons), wine lees (3,688 tons), cork planks (14,564 tons), palm-leaf (41,919 tons), alfa (104,965 tons), canned sardines (786 tons), dried, salted and smoked fish (2,195 tons), dried figs (9,703 tons), dates (11,564 tons), mandarins (12,696 tons), oranges (7,430 tons), hides and skins of cattle and goats (2,312 and 1,716 tons respectively), calfskins (249 tons), sheepskins (452 tons), leather shoes (102,155 pairs), canned meat (1,336 tons), olive oil (9,449 tons), iron ore (1,294,907 tons), manganese ore (14,118 tons), zinc ore (39,405 tons), crude phosphates (525,396 tons), ordinary soap (1,158 tons), tannery bark (6,159 tons), briar-wood (4,470 tons), cigarettes (3,293 tons), cigars (24,267,000), other tobacco manufactures (1,215 tons); chick peas (2,343 tons); fresh artichokes (9,051 tons), stringed beans (2,242 tons), green peas (2,057 tons), tomatoes (6,704 tons), potatoes (16,721 tons), raw wool on the skin (1,703 tons), unwashed wool (5,230 tons), and washed wool (128 tons).

*Imports into Algeria from the United States.*—The statistics which follow illustrate the imports into Algeria from the United States during 1921, the last year for which detailed statistics are available:—

Cereals (grain and flour) .. . . .Tons	88,224	Pottery and glassware .. . . .	63
Raw mineral oils, refined and essen- tial oils .. . . .Hectol.	281,154	Clothes and underwear .. . . .	14
Machines and mechanical fittings .. .Tons	2,112	Cotton textiles .. . . .	1
Wood .. . . .	6,313	Rubber goods .. . . .	8
Raw and refined sugar .. . . .	2,046	Wool .. . . .	23
Tools and metal manufactures .. . .	596	Furniture and wood constructions ..	39
Coal .. . . .	23,538	Milk, butter and cheese .. . . .	25
Tobacco in leaves and manufactured ..	482	Jute textiles .. . . .	76
Automobiles and other wagons .. . .	44	Paper and its products.. . . .	7
Heavy oils and petroleum .. . . .	1,096	Coffee .. . . .	17
Cotton and cotton waste .. . . .	169	Iron and steel.. . . .	32
Sulphur .. . . .	3,585	Forages .. . . .	30
Vegetable oils .. . . .	225	Animal fats .. . . .	3
Chemical products .. . . .	553	Honey.. . . .	4
Sugar, syrups, etc. .. . . .	54	Manufactures of asbestos .. . .Quintals	4
Salted meat and sausages .. . . .	53	Parcel post .. . . .	Number 588

It is significant to note that during 1922 some 1,466,516 parcels, valued at over 300 million francs, were imported into Algeria as against 1,073,313 parcels valued at 220 million francs in 1921, and as against 832,330 parcels valued at 267 million francs in 1920. For small and light products the use of the parcel post might perhaps be tried out to a greater extent from Canada. An eleven-pound package by parcel post from Canada to Algeria via England and France costs \$2 or via France alone \$1.45.

## FINANCIAL CONDITIONS IN BRAZIL

TRADE COMMISSIONER P. W. COOK

Rio de Janeiro, May 20, 1924.—After remaining remarkably steady for some weeks exchange has recently weakened and the Canadian dollar is to-day quoted at about 9\$200, an increase of 5.7 per cent over the earlier part of the month, when it was fairly steady at about 8\$700. In his recent message to Congress the President summarized the reasons for the unprecedented fall for the last two years as follows: unfavourable trade balance of 1920-22; lack of Government coffee bills under the valorization scheme; political disturbances; increasing annual deficits from 76,000 contos in 1908 to 449,000 contos in 1922; a floating debt of over one million contos. The year 1923, however, witnessed a favourable balance of trade of rather more than £22,000,000 and by the

valorization system the Government anticipate that this balance will be repeated during the present year. The deficits for the years 1921 to 1923 are as follows: 1921, 432,300 contos (milreis paper); 1922, 448,951; 1923, 222,955. At exchange of 8d. for 1921 and 1922 and 6d. for 1923 the amount is approximately £34,949,000. A foreign loan would do much to improve commercial conditions and inspire general confidence in trade.

Following the recent steadiness of exchange the import market is firmer, although a tendency to order in small quantities remains in evidence.

## DEVELOPMENT OF BRAZILIAN MARKETS

TRADE COMMISSIONER P. W. COOK

[The first of this series of reports on "Finance and Economics" was published in Commercial Intelligence Journal No. 1054 of April 12, 1924; the second on "Dried, Salted and Preserved Fish" in No. 1062; and the third on the "Wheat and Flour Situation" in No. 1063.]

### IV

#### Fresh Fruit and Vegetables: Malt

##### APPLES

Brazil produces practically no eating apples, although she is rich in tropical and sub-tropical fruits. There is therefore a steady, if limited, import trade. In pre-war days (1913) importation was 1,888,610 kg., of which over a million were from the United States. In 1920 import was 1,250,000 kg., dropping in 1921 to 656,000; in 1922, the last year for which statistics are available, it was 721,666 kg. The largest import from Canada on record is 14,000 kg. in 1916, but there is no record of shipments of any size during recent years.

*Types in Demand.*—Favourite brands are Delicious, King David, and Jonathan, and later in season, Newtown Pippins and Winesaps. The most advantageous time to import is immediately prior to the principal native fruit season, which begins in February—that is to say from October to January—although shipments are acceptable the year round. There does not exist in Brazil, as in the Argentina, the extreme preference for apples of uniform red colour.

*Packing.*—Inasmuch as by far the greater part of importation is from the United States, the standard bushel case is in common use, and the demand for barrel apples is almost non-existent. Perhaps the most readily saleable sizes are from 130 to 150 per box, but at the moment considerable interest is being caused by the arrival of consignments of Hood River (Blue Diamond brand) Newtown Pippins and Arkansas Blacks, which are advertised to be delivered retail as follows, per dozen: sizes 125 to 164 per box, 5 milreis; sizes 100 to 120 per box, 7 milreis; sizes 80 to 96 per box, 8 milreis. These prices appear lower than those which have been current in the market for some time past. A copy of this advertisement may be seen upon application to the Department of Trade and Commerce, Ottawa.

*Representation.*—Sales on a commercial basis are limited to the cities of Rio and Sao Paulo. The import apple trade is not well organized, and Canadian shippers undertaking this market are advised to proceed with caution. Great care should be exercised in the choice of a representative, as it will be found necessary to ship on consignment or at best 90 days' sight. However, an active and experienced agent should find little difficulty in disposing of at least several thousand cases of first-quality Canadian apples.



*Duties, Certificates, etc.*—Duties, payable 60 per cent gold and 40 per cent paper, are 100 reis per kg. plus 2 per cent ad valorem port tax.

To the present the Brazilian authorities have not called for any sanitary certificate covering shipments of apples. It is anticipated, however, that such certificate may be demanded in the future; one reason being the recent United States prohibition of the importation to the United States of certain types of Brazilian oranges. Therefore a number of importers are now stipulating that consignments be accompanied by a certificate of health and origin, certified by competent authority of the country of shipment, and, preferably, legalized in a Brazilian consulate. It would be as well to adopt this procedure to be on the safe side.

#### PEARS

The import of fresh pears, also chiefly from the United States, is fairly steady, and in 1922 amounted to 505,000 kg. The same conditions in regard to representation, packing, duties, etc., apply to pears as to apples. There is no other important importation of fresh fruits from North America.

#### POTATOES

Prior to the war importation of potatoes was very large, amounting in 1913 to 29,800 metric tons, the chief importation being from France, Portugal, Argentina, and Germany. During the war years the United States and Spain made great strides in this trade, but from 1916 onwards various conditions, chiefly the exchange situation and increased national production, much reduced importation, so that in 1921 the total imports were but 2,180 metric tons and in 1922, 2,553 metric tons.

The present import is largely from Argentina, the method of shipment (in view of the short transportation) being in 60-kg. heavy jute sacks. There is still, however, a certain importation from Spain and Portugal in cases and half cases of 60 and 30 kg. gross respectively. Importers claim that in view of the length of the journey and changing climatic conditions to which Canadian shipments would be subjected, this method of packing would be necessary, the cases being so constructed as to permit free circulation of air to prevent sprouting or deterioration. Several importers in the trade interested in the possibility of Canadian shipments will be glad to receive samples, shipping information, etc. The market, however, may be termed one of opportunity, much depending upon quick delivery and turnover. This has resulted from increased competition of national production, and naturally places Argentina in a very favourable position as compared with European or North American sources of supply.

*Duties, Certificates, etc.*—Potatoes are classified under Tariff Item No. 106, whether for consumption or seed purposes, and are dutiable at 80 reis per kg., 60 per cent gold, 40 per cent paper, plus 2 per cent ad valorem gold port tax, etc.

Upon arrival potatoes are subjected to close examination by the Brazilian sanitary officials, and may be rejected if they do not conform to the sanitary certificate which accompanies the shipment. This certificate must be issued and signed by a Government inspector at the point of origin. A form used by Argentine shippers, and acceptable to the Brazilian authorities, is, in free translation, as follows:—

#### *Certificate of Exportation*

The undersigned (title of Government Inspector) certifies that the shipment of.....  
.....(name and description of potatoes) from the district of.....(country  
and province) which.....(name and address in full of consigner)

is shipping to.....(name and address in full of consignee) by  
 .....(steamer, name of port and sailing date), consigned to  
 .....(port of entry) in containers marked as follows .....of declared weight  
 of .... kg. has been examined and subjected to tests prescribed by law, the result of such  
 analysis being.....(excellent, satisfactory, good), and that the shipment is suitable  
 for export, and in good sanitary condition.

(Place and date)

Signature

(Inspector's seal)

Title.

(Visé of Brazilian Consulate)

No other fresh vegetables are imported in any quantities.

#### MALT

Until 1914 Brazil imported annually about 21,000 tons of malt, the greater part of which came from Austria and Hungary, but since the war United States maltsters have become well established in the market, although Germany, Austria, and Chile are also selling. The establishment by Brazil of a number of national malting plants has, however, considerably reduced importation. Thus in 1920 the total importation was 13,000 tons; in 1921, 9,000 tons; and in 1922 slightly increased to 12,000 tons. More recent statistics are not published.

Brewing is one of the major industries of Brazil. Among the more important companies may be cited the Companhia Cervejaria Brahma of Rio de Janeiro, the Companhia Hanseatica of Rio de Janeiro, and the Companhia Antartica Paulista of Sao Paulo, all three very large and powerful companies. There are in addition many smaller breweries scattered throughout the various states of the Union. The Brahma in itself consumes about 300 tons of malt per month, a large percentage of which is of United States origin. On the other hand the Cia Antartica appears to purchase most of its malt in Germany. All three companies are in first-class financial standing.

Imported malt must be of superior quality to compete with local production, very clear white in colour, the standard of wort according to Lovibond's tintometer ( $\frac{1}{2}$ -inch cell) 1.3 to 1.4. It is pointed out that in importing from such a distance as Canada the question of prompt transshipment to avoid moistening or depreciation is of first importance.

*Containers.*—The greater part of imported malt reaches Brazil in 50-kg. waterproof (paraffin paper) sacks, two in a heavy jute oversack. All quotations should be for 100 kg. c.i.f. Rio de Janeiro or Santos.

The best opportunity for introducing Canadian malt would seem to be for delivery in October and November. In initiating business small samples (say 2 kg.), accompanied by a statement of analysis, should be forwarded.

*Terms of Payment.*—The usual terms of payment are 60 to 90 days' sight. One of the three major companies cited above, however, does not accept drafts, but purchases on open account, guaranteeing to pay within 90 days; this for the reason that they prefer to make remittances—that is to say, purchase exchange as and when it may be convenient. While this may not always prove acceptable to a Canadian shipper, inquiry through the usual channels indicates that the larger Brazilian breweries are well worthy of confidence.

Malt is dutiable under Item No. 95 of the Tariff of Values at 40 reis per kg. (60 per cent is payable in gold and 40 per cent in paper), and an additional 2 per cent gold port tax ad valorem.

#### MALT EXTRACT

There appears to be no market for malt extract and no importation is on record. To introduce this product would entail very considerable educative work, and as duties, when assessed, would probably prove excessive, in protection of local malt and yeast production, it is doubtful if the experiment would be worth while.



## COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, May 31, 1924.—No changes of consequence have taken place in commercial conditions during the month of May. The near approach of the Presidential election is exercising a restraining influence on the situation; this fact, combined with the lack of investment capital and the financial position of the Government, has led to a continuation of the period of restricted business which has been referred to in previous reports.

At the same time, there are indications of an improvement in certain lines of manufacture, notably in boots and shoes and the textile industry. Collections are also reported to be better than in previous months, and although credit is restricted, bank deposits maintain their volume.

The mining industry continues to be in a state of comparative prosperity, and the recent rise in the price of silver has led to the anticipation of an increased production of this metal in the near future. The large mining companies are reported to be securing control of new properties, but these are not being developed at present.

The oil situation continues to be affected by strikes among the workmen, which have not yet been settled.

Exchange on New York remains firm at approximately 48 cents to the peso.

## FARMING PROGRESS IN CHILE

With perhaps the single exception of the Argentine Republic, in no part of South America has agriculture made such substantial progress during the last few years as in Chile, writes a correspondent of the *London Times Trade Supplement*. There are 95,000,000 acres of arable land, the greater part being situated in what is known as the central zone.

Wheat is the most important of the agricultural productions of Chile, and it is estimated that there are now 1,500,000 acres of land devoted to wheat cultivation, which is a considerable increase compared with only a year or two ago. It is, however, officially stated that quite 6,000,000 acres of land in Chile are suitable for wheat. They would, it is estimated, yield about 60,000,000 bushels and permit of the exportation to Europe of something like 20,000,000 bushels. In addition to wheat, about 200,000 acres are devoted to the cultivation of barley, about 150,000 acres to beans, and about the same to potatoes.

Until recently primitive methods of agriculture prevailed in Chile, but great progress has of late been made. Up-to-date machinery and appliances, imported mainly from the United States and Great Britain, are now being made use of by Chilean agriculturists. This improvement in method, together with an increased acreage under cultivation, is gradually bringing Chile forward as a great cereal exporting country, in spite of the drawbacks of want of labour and of capital. The former presents a problem which is at present difficult of solution. Chile does not attract immigrants from the South of Europe used to the cultivation of land, to anything approaching the same extent as the Argentine or even Uruguay; moreover, many of the peons who form the backbone of the population of the agricultural districts of Chile find more profitable work in connection with the nitrate and general mining industries.

In the south and especially in the provinces of Valdivia, Llanquihue, and the large island of Chiloe, where the climatic conditions are unfavourable to wheat, potato growing is being greatly developed, and the time is near when Chile will be able to export many million bushels of potatoes which will reach Europe and the United States at a time when home-grown potatoes are becoming scarce. There is also an increasing export trade in beans. Steady development is taking place in the dairy-farming industry in the provinces of Arauco, Malleco, Cautin, and Valdivia.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Danish Import Regulations: Footwear, Rubber Goods, Roofing Board

TRADE COMMISSIONER B. S. WEBB

Copenhagen, May 23, 1924.—*Footwear*.—According to a proclamation (of June 10, 1921), which amplifies the law (No. 269 of May 6, 1921), the importation is prohibited of:—

- (a) Footwear in the manufacture of which pasteboard is used.
- (b) Footwear in the manufacture of which artificial leather, pasteboard or chemically prepared fibre pasteboard is used for other purposes than:
  - (1) Filling up the bottom, cambering and strengthening the in-sole under the heel and toe.
  - (2) In the heel, but no nearer the top layer than 12 mm.
  - (3) For the toe-cap and for strengthening the in-sole in footwear with cloth tops or partly cloth tops.

Footwear meeting the above requirements may be imported, but it must be accompanied by an invoice containing a declaration from the exporter to the effect that the consignment does not include footwear the importation of which is forbidden by the regulations or, failing such statement on the invoice, the importer must make a declaration on trust to a similar effect.

Footwear, however, must be clearly and durably marked with the word "Udenlandsk" (foreign), and must also show the importer's name and address or a designation number which has been assigned to him. The designation number must be placed in the hollow of the sole close to the heel, whilst the other marks must be placed either visibly on the outer sole or inside the upper or by means of a steel-stamped impression on the instep of the insole. Furthermore, it must be marked in the hollow of the sole, close to the heel, with the letter A or B of at least 6 mm. in height. The letter A is to be used when artificial leather, or artificial leather pasteboard, or chemically prepared fibre-board has not been used in the manufacture of the footwear or when these materials have been used only to the extent allowed in item (1) of section b of the paragraph above referred to, and the letter B is to be used where artificial leather, artificial leather pasteboard, or chemically prepared fibre pasteboard has been used to the extent allowed by items (2) and (3) of section b.

For the purposes of the above regulation "Footwear" is understood to mean all sorts of footwear with the exception of children's footwear 16 cm. long (No. 24) and under; slippers; felt shoes; silk shoes; leather and other footwear with "Flæk" or without heels and turned or imitation turned shoes, whilst under the terms of a recent decree footwear with rubber soles is defined as "footwear," galoshes and rubber overshoes being specifically excluded.

A penalty of a fine from 500 to 10,000 kroners, with confiscation of the goods, is provided for violations of the regulations in regard to the importing and marking of footwear.

*Rubber Goods*.—In view of certain regulations which have recently been issued and later cancelled, it should be noted that the following articles of rubber manufacture are entirely free from marking regulations: cycle, motor-cycle and automobile tyres; solid tyres; rubber soles and heels; cab and tram tyres, cycle, motor-cycle and automobile tubes, gas tubes, water hose (without canvas lining), canvas lined or armoured hose, and sheets.

*Roofing Felt*.—Under date June 15, 1923, the Danish Ministry for Commerce issued a notification to the effect that roofing pasteboard may not be sold or offered for sale retail unless marked with the name of the country of production. According to the notification, the country of production is that place where the working together of the half-manufactured product and the raw



materials into roofing pastboard has been done. The words "Fabrikeret i....." followed by the name of the country of origin must be distinctly printed in black letters not less than 5 cm. high, on a white label which is to be affixed to each roll of roofing board immediately under the label of the goods (if labelled or marked) or in the middle of the roll.

### Changes in Belgian Custom Duties

The following comparisons of duties in the new Belgian customs tariff, not yet in force (see *Commercial Intelligence Journal* No. 1062, June 8, 1924), with those of the present tariff are taken from a report furnished by Mr. A. S. Bleakney, Canadian Trade Commissioner in Brussels. The duty is expressed in Belgian francs, worth at present exchange value about 4½ cents. The usual unit of quantity used in the tariff, 100 kg., equals 220 pounds, and the rates quoted below, except where otherwise indicated, are for 100 kg. in each case. The present tariff contains only one schedule of duties. For the new tariff only the minimum rates are shown and these apply to Canadian products.

		New Tariff	Present Tariff
		Francs per 100 Kg.	
Ex. 95	Apples imported in bulk . . . . .	3	5
Ex. 203	Alimentary pastes, vermicelli, macaroni, etc., prepared for retail	12	8
223	Chocolate in sticks, lozenges, pralines, bonbons and such weighing less than 50 gr. per piece . . . . .	180	90
	Chocolate otherwise prepared . . . . .	90	90
661	Handles for agricultural implements or tools, in wood . . . . .	35	10%
704	Tires in rubber for vehicle wheels (including inner tubes):		
	(a) Solid tires . . . . .	240	12%
	(b) Pneumatics:		
	(1) Casings for auto or motor cycles:		
	(a1) With thread in leather metalled or otherwise metalled . . . . .	450	12%
	(b1) Others . . . . .	420	12%
	(2) Casings for other vehicles . . . . .	360	12%
	(3) Inner tubes for autos, motors, etc. . . . .	600	12%
705	Belting for machines in rubber, gutta percha, balata and other similar materials even combined with textile . . . . .	150	90
706	Tubes and hose of rubber, other than for artificial flowers.. similar materials even combined with textile . . . . .	180 150	10% 90
708	Chemical rubber goods (druggists' sundries) . . . . .	1,200	10%
744	Wall paper, special (gilt, silvered, imitating leather, stamped, etc.) . . . . .	100	40
	Wall paper, ordinary, natural background . . . . .	48	24
	Wall paper, ordinary coloured background . . . . .	72	24
1124	Pianos, upright . . . . .	165	20%
	Pianos, grand . . . . .	300	20%
1126	Church organs and other pipe organs, ad val . . . . .	20%	20%
1131	Phonographs, gramophones and talking machines . . . . .	525	20%
1155	Boots in rubber, overshoes . . . . .	320	10%
	Boots in rubber, other . . . . .	400	10%
1192	Fountain pens and stylographs, ad val . . . . .	25%	15%
1195	Games, toys, and sporting apparatus, not specially mentioned otherwise in the tariff, ad val. . . . .	20%	20%

Several important articles are not mentioned in the foregoing table owing to the fact that the classification of the goods is so different in the two tariffs. Among the articles in the duty-free list in the new tariff are various kinds of meats and condensed milk without sugar. With sugar, condensed milk is 60 francs per 100 kg. Other rates are:—

Tools with or without handles (item 903), per 100 kg. in each case: spades, 48 francs; shovels, 20 francs; pickaxes, hoes, etc., 28 francs; scythes, sickles, 100 francs; lawn mowers, 60 francs; forks and rakes, 40 francs; circular saws, 180 francs; hand saws and mounted saws, 100 francs; axes, hatchets, felling axes, splitting tools, bill hooks, weighing in each case 5 kg. or more, 48 francs, or less than 5 kg., 60 francs; anvils, double-pointed anvils, blocks and forge dies, 48 francs; plane irons, carpenters' chisels, cold chisels, mortise chisels, pipe cutters, drills, gimlets, 120 francs; hammers, less than 1 kg., 60 francs; hammers, heavier, from 30 to 48 francs.

Hinges, door bolts, latches, and certain other kinds of builders' hardware (item 919), 48 francs per 100 kg.

Machine tools (item 1040), less than 250 kg., 160 francs per 100 kg.; 250-1,000 kg., 80 francs; other, 32 to 56 francs.

Agricultural machines (not including motors) and their detached pieces (item 1057): (a) cream separators, 100 francs per 100 kg.; (b) mechanical threshers, grain separators and other machines where wood dominates, 60 francs; (c) ploughs, cultivators and weeders, potato pullers, mechanical mowers, seeders, and other agricultural machines not specially mentioned, 32 francs.

Automobiles (item 1100): chassis, with or without motor, with or without body, weighing each 4,000 kg. or more, 240 francs per 100 kg.; weighing 2,000 to 4,000 kg., if passenger cars 640 francs per 100 kg., and otherwise 480 francs per 100 kg.; weighing less than 2,000 kg., 640 francs per 100 kg.; bodies for trucks, 48 francs per 100 kg.; bodies for passenger cars, 640 francs per 100 kg.

### **Certain Agricultural Machinery Exempted from Duty in Italy**

Mr. A. F. MacEachern, Assistant Canadian Trade Commissioner in Milan, Italy, cables that under an Italian Government decree effective June 7 complete agricultural reapers and mowers regardless of weight, also fodder-cutting machines, were exempted from duty. On mowing and reaping machines weighing up to 1,000 kg. (2,204 pounds) the duty was 10 gold lire per 100 kg. (\$1.93 per 220 pounds). This is a conventional tariff rate, applicable to Canada. The general tariff on this item was 21.60 gold lire per 100 kg. Mowing and reaping machines weighing more than 1,000 kg. and up to 3,000 kg. were dutiable at 19.20 gold lire per 100 kg., and when weighing more than 3,000 kg., 16.80 gold lire per 100 kg. There was no conventional rate on these two items. On fodder-cutting machines there was a conventional rate, applicable to Canada, of 15 gold lire per 100 kg.

### **AGENCIES FOR FOREIGN FIRMS IN FINLAND**

It has been brought to the notice of H.M. Consul in Helsingfors that considerable dissatisfaction exists in Finland owing to the fact that foreign firms endeavouring to cater for this market continue, in numerous cases, to be satisfied to use an agency having its headquarters outside the country, says *British Board of Trade Journal*. This is looked on unfavourably by the importing community and the feeling that foreign firms should be directly represented by resident agents in Finland is so strong that active steps are being taken by representative bodies to bring about a change in the situation. The initiative has been taken in two quarters:

(1) The Association of Finnish Wholesale Merchants has, in a circular letter, urged certain foreign manufacturers and exporters to transfer their general agencies to Finland, and has pointed out that members of their association will mainly purchase goods from agents who are sole representatives in their country. This association has also suggested that foreign firms, when appointing agents, should, as far as possible, choose for this position Finnish subjects.

(2) The Agents' Association in Helsingfors, which has recently resumed its activities, has also taken steps to guard Finnish agents against foreign competition.

### **REGULATIONS UNDER THE FOOD AND DRUGS ACT**

Attention is directed to the recent publication by the Department of Health of the Regulations under the Food and Drugs Act made by Order in Council, April 8, 1924. These new Regulations cancel all previous issues.



## FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JUNE 16, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 16, 1924. Those for the week ending June 9, 1924, are also given for the sake of comparison.

			Week ending June 9, 1924	Week ending June 16, 1924
	Parity			
Britain . . . . .	£	1.00	\$4.86	\$4.3826
France . . . . .	Fr.	1.	.193	.0517
Italy . . . . .	Lire.	1.	.193	.0442
Holland . . . . .	Florin.	1.	.402	.3803
Belgium . . . . .	Fr.	1.	.193	.0452
Spain . . . . .	Pes.	1.	.193	.1369
Portugal . . . . .	Esc.	1.	1.08	.0317
Switzerland . . . . .	Fr.	1.	.193	.1789
Germany . . . . .	Mk.	1.	.238	.....
Greece . . . . .	Dr.	1.	.193	.0203
Norway . . . . .	Kr.	1.	.268	.1379
Sweden . . . . .	Kr.	1.	.268	.2697
Denmark . . . . .	Kr.	1.	.268	.1714
Japan . . . . .	Yen	1.	.498	.4115
India . . . . .	R.	1.	2s.	.3112
United States . . . . .	\$	1.	\$1.00	1.0159
Mexico . . . . .	\$	1.	.498	.4890
Argentina . . . . .	Pes.	1.	.424	.3328
Brazil . . . . .	Mil.	1.	.324	.1105
Roumania . . . . .	Lei	1.	.198	.....
Jamaica . . . . .	£	1.	4.86	4.3736
British Guiana . . . . .	\$	1.	1.	4.4020
Barbados . . . . .	\$	1.	1.	
Trinidad . . . . .	\$	1.	1.	
Dominica . . . . .	\$	1.	1.	
Grenada . . . . .	\$	1.	1.	
St. Kitts . . . . .	\$	1.	1.	.8968—.9250
St. Lucia . . . . .	\$	1.	1.	.8958—.9263
St. Vincent . . . . .	\$	1.	1.	
Tobago . . . . .	\$	1.	1.	
Shanghai, China . . . . .	Tael	1.	.708	.7482
Batavia, Java . . . . .	Guilder	1.	.402	.3670
Singapore, Straits Settlement . . . . .	\$	1.	.567	.5144
				.5180

## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

737. CONDENSED AND EVAPORATED MILK.—A firm in Hamburg seek direct connections with Canadian exporters of condensed and evaporated milk as buyers.

738. CANNED FRUITS.—A firm in Hamburg seek direct connections with Canadian exporters of canned fruits as buyers.

739. CANNED SALMON.—A firm in Hamburg seek direct connections with Canadian exporters of canned salmon as buyers.

740. FISH, ETC.—A French concern are anxious to get in direct touch with Canadian exporters of salmon, lobster, rice, cocoa, peas, fruit preserves, etc.

741. CANNED MEATS.—A firm in Hamburg seek direct connections with Canadian exporters of canned meats as buyers.

742. CANNED SYRUP.—A firm in Hamburg seek direct connections with Canadian exporters of canned syrup as buyers.

743. A firm in Germany are anxious to open up business connections with Canadian exporters of all kinds of foodstuffs.

### Miscellaneous

744. A well-established firm in Brussels are desirous of hearing from Canadian exporters of all articles suitable for the Belgian market, with a view to representation.

745. IRON.—An Italian firm would like to receive offers and quotations c.i.f. Genoa for lots of 50 tons minimum of iron, mm. 5 diameter, in rolls.

746. IRON, STEEL, AND METAL SHEETS.—Canadian firms interested in exporting iron, steel, and metal sheets are requested to communicate with an Italian firm.

747. IRON, STEEL, BRASS, AND COPPER.—A Genoa firm inquire for Canadian iron, steel, brass, and copper.

748. RAW AND CAST IRON.—Canadian firms interested in the Italian market are requested to communicate with an Italian importer of raw iron and cast iron.

749. IRON, ETC.—Canadian firms wishing to export their products to Italy are requested to communicate with a Turin firm who are anxious to import iron, cast iron, alloys, electrode and coal from Canada.

750. A firm in Milan are anxious to open up business connections with Canadian firms handling cast iron, coal, machinery and raw materials.

751. Canadian cast iron, iron scrap, coal and refractory material are requested by an Italian company.

752. COAL.—A concern in Milan wish to import coal from Canada.

753. PIT COAL.—A concern in Genoa wish to import pit coal from Canada.

754. An Italian firm would like to receive communications from Canadian firms handling iron, tubes, and metal plates.

755. METALS.—A Turin firm are anxious to be put in touch with Canadian exporters of galvanized iron plates, copper, brass, zinc plates, iron, copper and brass tubes.

756. METALS.—An Italian firm are anxious to import from Canada copper, tin, zinc ingots, lead ingots, tin and zinc plates.

757. METALS.—A firm in Genoa request Canadian metal scrap, ingots and tin plate.

758. IRON SCRAP.—A firm in Genoa would like to open up business connections with Canada for iron scrap.

759. METALS AND HAND TOOLS.—A Turin company would like to be put in touch with Canadian exporters of metals and hand tools.

760. HARDWARE.—An Argentine manufacturers' agent wishes to represent Canadian manufacturers of shelf hardware, carpenters' and other mechanics' tools, taps and dies.

761. GALVANIZED ROOFING, BOLTS AND NUTS.—A London indent firm are open to consider the purchase of Canadian galvanized roofing, bolts and nuts, sizes  $\frac{3}{4}$ -inch by  $\frac{1}{4}$ -inch, 1-inch by  $\frac{1}{4}$ -inch, 2-inch by  $\frac{1}{4}$ -inch, 2 $\frac{1}{2}$ -inch by  $\frac{1}{4}$ -inch, and 3-inch by  $\frac{1}{4}$ -inch, for exportation to India, and invite offers from Canadian manufacturers.

762. TOBACCO.—A West of England firm desire to receive samples and quotations of dark brown Canadian leaf tobacco which is heavier than burley and is known as "dark fired."

763. OATS, CLOVER SEED, NATURAL GRASSES.—A Dublin firm of seed and grain merchants, at present buying from brokers, desire to deal direct with Canadian shippers. Established forty-five years. All transactions c.i.f. cash against shipping documents.

764. MALT.—An Argentine manufacturers' agent wishes to represent a Canadian manufacturer of malt.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
 Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
 Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
 Canada-West Indies Conference (1920). (Price, 25 cents.)  
 List of Licensed Elevators, etc. (Price, 25 cents.)  
 Patent Office Record (Weekly) (a).  
 Dominion Grain Research Laboratory (1920).  
 Grain Inspection in Canada (1914). Price, 25 cents.)  
 Motion Pictures, Catalogue of.  
 Rules and Forms of the Canadian Patent Office (a).  
 Electrical Standards and their application to Trade and Commerce (b).  
 Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
 Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
 German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
 Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
 Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
 Packing for Overseas Markets (1922). (Price, 25 cents.)  
 Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
 Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
 Representation in British and Foreign Markets (1923). (Price 25 cents.)  
 Republic of Chile: Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
 Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)  
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 Trade with Greece (1921). (Price, 25 cents.)  
 Trade with South China (1918). (Price, 25 cents.)  
 Trading with Spain (1920). (Price, 25 cents.)  
 Trading with Switzerland (1922). (Price, 25 cents.)  
 Toy Making in Canada (1916). (Price, 25 cents.)  
 West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

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#### Australia

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### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.



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# Commercial Intelligence Journal

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Deputy Minister: F. C. T. O'Hara

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## SUMMARY OF THE TRADE OF CANADA FOR MAY, 1924

The summary of the trade of Canada for May, 1924, shows that as represented in dollars, imports for consumption were valued at \$72,244,330 in May, 1924, as against \$84,265,266 in May, 1923, and \$66,121,374 in May, 1922. The imports from the United Kingdom in May, 1924, were valued at \$12,922,135, as against \$12,461,117 in May, 1923, and \$11,322,314 in May, 1922. The imports from the United States in May, 1924, were valued at \$46,123,755 as against \$58,890,860 in May, 1923, and \$44,108,443 in May, 1922. The total imports for the twelve months ending May, 1924, were valued at \$873,367,752 as against \$841,209,002 for the corresponding period in 1922-23, and \$727,808,246 for the twelve months ending May, 1922.

The value of exports of Canadian produce for the month of May, 1924, was \$104,150,715 as against \$74,814,554 for May, 1923, and \$69,146,171 for May, 1922. The exports to the United Kingdom were valued at \$48,237,428 in May, 1924, as compared with \$23,052,536 in May, 1923, and \$29,255,704 in May, 1922. The exports to the United States were valued at \$36,408,505 during May, 1924, as against \$37,571,484 in May, 1923, and \$28,830,890 in the corresponding month of 1922. The value of the total exports of Canadian produce during the twelve months ending May, 1924, was \$1,069,715,880 as against \$958,844,577 for the corresponding period in 1922-23, and \$738,470,730 for the twelve months ending May, 1922.

The month's returns show a favourable balance of trade of \$31,906,385; the returns for the twelve months' period show a favourable balance of \$196,348,128.

# SUMMARY OF THE TRADE OF CANADA: MONTH, TWO MONTHS AND TWELVE MONTHS ENDING MAY, 1924

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of May, 1924				Two Months ending May, 1924				Twelve Months ending May, 1924			
	Total Imports	From United Kingdom	From United States	Total Exports	Total Imports	From United Kingdom	From United States	Total Exports	Total Imports	From United Kingdom	From United States	
<i>Imports for Consumption</i>												
Agricultural and Vegetable Products.....	\$ 17,045,151	\$ 2,356,583	\$ 6,997,698		\$ 29,310,191	\$ 4,660,291	\$ 12,725,420		\$ 183,523,434	\$ 28,794,189	\$ 79,814,278	
Animal Products.....	3,625,400	359,402	2,569,300		6,186,214	572,347	4,378,369		44,266,070	4,243,113	31,988,409	
Fibres and Textile Products.....	12,504,260	5,227,586	5,102,520		24,878,024	10,145,077	10,775,266		169,077,689	71,218,955	71,332,207	
Food, Wood Products and Paper.....	3,424,342	288,705	2,901,633		6,359,655	457,731	5,595,398		40,414,656	3,111,877	35,323,403	
Iron and its Products.....	14,921,567	2,266,298	12,459,022		27,426,885	3,337,519	23,740,080		168,573,905	18,527,731	146,948,766	
Non-Ferrous Metal Products.....	3,772,662	465,768	3,081,019		7,200,120	780,347	5,945,617		42,782,062	4,284,802	35,464,752	
Non-Metallic Mineral Products.....	10,738,797	846,306	8,774,744		20,221,083	1,250,272	17,419,165		151,305,061	9,833,057	131,259,339	
Chemicals and Allied Products.....	2,237,879	417,300	1,477,205		3,994,239	622,833	2,756,412		25,446,258	4,125,815	17,758,700	
All other Commodities.....	3,954,263	694,187	2,760,584		6,841,050	1,151,374	4,934,403		47,978,617	8,288,951	33,875,416	
Total Imports, 1924.....	72,244,330	12,922,135	46,123,755		132,447,471	22,980,791	88,270,130		873,367,752	152,478,490	583,765,372	
Total Imports, 1923.....	84,265,266	12,461,117	53,890,800		152,446,586	24,113,246	105,799,979		841,209,002	146,377,689	569,817,162	
Total Imports, 1922.....	66,121,374	11,322,314	44,108,443		113,816,828	19,065,700	76,972,555		727,808,246	114,078,650	503,642,186	
<i>Exports (Canadian Produce)</i>												
Agricultural and Vegetable Products.....	\$ 57,442,446	\$ 41,199,241	\$ 5,368,276		\$ 72,922,873	\$ 47,127,670	\$ 6,877,827		\$ 402,318,720	\$ 267,801,316	\$ 54,373,490	
Animal Products.....	8,433,226	3,488,432	3,976,032		14,051,122	5,774,332	6,622,443		139,505,217	64,055,538	55,391,651	
Fibres and Textile Products.....	882,294	194,766	523,545		1,384,629	324,226	804,174		8,010,009	1,668,810	3,857,639	
Food, Wood Products and Paper.....	20,909,383	1,121,432	18,836,520		37,002,507	1,729,344	33,338,902		270,414,830	21,067,211	227,175,488	
Iron and its Products.....	5,016,716	726,264	4,366,357		8,729,393	1,085,325	984,583		65,074,792	9,380,765	7,562,410	
Non-Ferrous Metal Products.....	6,740,342	849,300	4,386,557		10,897,424	1,307,611	7,374,544		66,814,381	9,798,491	44,489,942	
Non-Metallic Mineral Products.....	2,001,309	103,085	1,292,600		3,082,486	126,591	2,049,227		25,280,954	1,097,043	16,450,379	
Chemicals and Allied Products.....	1,236,844	292,729	1,639,602		2,188,097	468,278	1,125,843		14,996,610	3,143,467	7,451,263	
All other Commodities.....	1,508,155	262,176	998,995		2,773,098	758,597	1,725,149		17,299,767	4,086,723	11,342,159	
Total Exports, 1924.....	104,150,715	48,237,428	36,408,505		153,031,629	58,701,974	60,290,692		1,099,715,880	382,099,364	428,094,421	
Total Exports, 1923.....	74,814,554	23,052,536	37,571,484		128,456,805	36,660,392	63,515,815		953,844,577	378,846,098	388,266,335	
Total Exports, 1922.....	69,146,171	29,255,704	28,830,890		101,063,671	36,881,739	44,329,698		738,470,730	301,042,769	286,834,041	
<i>Exports (Foreign Produce)</i>												
Totals, 1924.....	1,160,352	173,157	853,662		1,797,882	233,922	1,362,492		13,289,592	1,239,058	10,752,347	
Totals, 1923.....	1,234,706	66,689	931,468		1,920,531	97,884	1,545,510		13,717,835	810,214	11,123,092	
Totals, 1922.....	1,312,549	110,946	1,032,768		2,047,090	138,751	1,689,921		13,757,365	995,549	11,465,267	
<i>Excess Imports (i) Exports (e)</i>												
1924.....	(e) 33,066,737	(e) 35,488,450	(i) 8,861,588		(e) 22,332,040	(e) 35,955,105	(i) 26,004,946		(e) 209,637,720	(e) 230,859,932	(i) 144,918,504	
1923.....	(i) 8,216,006	(e) 10,658,108	(i) 20,367,908		(i) 22,069,250	(e) 12,646,030	(i) 40,738,654		(e) 131,353,410	(e) 233,278,623	(i) 170,427,735	
1922.....	(e) 4,337,346	(e) 18,044,336	(i) 14,244,785		(i) 10,706,067	(i) 17,954,790	(i) 30,952,836		(e) 24,419,849	(e) 187,959,668	(i) 205,942,878	



## TRADE COMMISSIONER D. H. ROSS'S ITINERARY IN CANADA

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, is at present engaged on a business tour of the Dominion on behalf of Canadian export trade to the Commonwealth. The following is the second part of his itinerary:—

Toronto .. . . .	June 22 to July 5	Stratford .. . . .	July 25
Hamilton .. . . .	July 7 to 12	Woodstock .. . . .	July 26
St. Catharines .. . . .	July 14	Ingersoll .. . . .	July 28
Welland .. . . .	July 15	London .. . . .	July 29 to 30
Niagara Falls .. . . .	July 16	Windsor, Walkerville and Ford	
Brantford .. . . .	July 17 to 18	City .. . . .	July 31 to Aug. 2
Galt .. . . .	July 21	Chatham .. . . .	Aug. 4
Guelph .. . . .	July 22	Ottawa .. . . .	Aug. 5
Kitchener (Waterloo) .. . . .	July 23 to 24		

Firms in Toronto who desire to be brought into touch with Mr. Ross, or to interview him, should address their communications to him c/o Secretary, Canadian Manufacturers' Association, or to the Secretary, Board of Trade, in that city, and for other cities in the above itinerary, to the Secretary of the Board of Trade or Chamber of Commerce in the several centres.

## ENGLISH HAY CROP PROSPECTS

TRADE COMMISSIONER HARRISON WATSON

London, England, June 11, 1924.—As the hay crop is now reaching a critical stage, it seems interesting to reproduce the following official report issued by the Ministry of Agriculture regarding the situation in England and Wales on the 1st June: "Seeds made considerable progress during May, and are now a strong vigorous plant. Meadows were grazed rather later than usual, but the grass made rapid growth during the month. The yields both of seeds and meadow hay are likely to be over the average in all districts."

The position up to the time of writing remains indefinite, because whereas rain has fallen almost everywhere on practically each of the first eleven days of June, it is understood that no general permanent damage has so far been sustained, and provided that the greatly overdue spell of seasonable warmth and sunshine arrives within the next week or so, the prospect is that there will be a heavy crop of hay of all kinds in most districts.

As the opening for Canadian hay in this country depends upon a distinct shortage of the home supply, the present outlook for Canadian shippers is not very promising, and incidentally it may be mentioned that although selling prices both of hay and straw have recently shown some advance, sufficient quantities of the old crop still remain to meet such demand as exists.

## CANADIAN FLOUR IN THE SCOTTISH MARKET

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, June 9, 1924.—The writer has just had a conversation with a leading Glasgow importer of Canadian flour whose opinions in the past have received, and deserved, the most careful attention on the part of flour exporters in the Dominion, and whose present advice will no doubt receive equal consideration.

He believes that something should be said at this time about the advantage that British millers enjoy in this market in the high prices they get for mill feed. One pound sterling a ton extra on mill feed, roughly speaking, lowers the

cost of flour to the local miller by 1s. per sack of 280 pounds. As the freight on wheat is never higher than the freight on flour, and is occasionally much lower, the advantage the British miller has in competing with the Canadian miller, both grinding Canadian wheat, places a handicap on the Canadian miller frequently of from 1s. to 2s. per sack of 280 pounds. Some mill feed is imported from Argentina, but the quality is irregular, and it is shipped in bags of irregular weight, so that the trade has never grown to such an extent as to affect the monopoly the British millers have.

It is suggested to Canadian millers that they should study this question thoroughly, and see if it would not be possible to ship Canadian mill feed of the various types, properly sacked, say in bags of 112 pounds and/or 224 pounds. It would meet a good steady demand for at least the greater part of the year, and the business could be done either by the large millers individually or through a central shipping agency, collecting surplus feed from the leading millers, which could be sold here on ordinary c.i.f. terms through agents. Trade in mill feed at the present moment is at a low ebb, owing to the ample rainfall which has improved the grazing, but it is only a matter of a short time until the trade recovers.

## MARKET FOR CHEMICALS IN MANCHESTER AND DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, June 11, 1924.—Inquiries for various kinds of Canadian chemicals are frequently received at this office, and the inquirers express their desire to purchase within the Empire if quality and prices are equal to those of domestic and foreign manufacturers. The consumption of chemicals in Lancashire and Yorkshire is very large, especially of the following: wood alcohol, acetic acid, chlorate of soda and potash, talc and cobalt salts, liquid rosin, potato starch, glucose and dextrine.

If Canadian manufacturers will send on the fullest particulars of chemicals which they may have for disposal from time to time, and prices delivered Manchester, the same will be placed before prospective buyers in the hope that business will result.

### REVIEW OF BRITISH IMPORTS

The following review will show manufacturers exactly the kinds of chemicals in general demand, the value of the annual imports, and the countries from which supplies are drawn outside domestic production.

*Acetate of Lime.*—The total imports of acetate of lime in 1922, the latest year for which statistics are available, were 32,164 cwts.; 27,170 cwts. of which came from the United States. Imports from Canada declined to nil, although from that source there came 62,229 cwts in 1913 and 39,489 cwts. in 1919.

*Acetic Acid.*—Canadian manufacturers have in the past attempted to procure a portion of the acetic acid imports, and their efforts were most successful in 1918, when they sold 77,812 tons, but in the following years—1919 to 1922 inclusive—they declined to 1,304 tons, 937 tons, nil, and 1,348 tons respectively. Imports from the Netherlands have increased since the close of the war, and German competition is again asserting itself.

*Acetone.*—The imports of acetone in 1922 were 27,307 cwts., of which quantity 17,341 cwts. were drawn from the United States. The imports from British possessions (presumably Canada) were 1,401 cwts. In pre-war days large quantities were brought in from Germany and Austria-Hungary, but supplies from those sources during the last ten years have been meagre.



*Calcium Carbide.*—The statistics relating to imports of calcium carbide should prove of special interest as they illustrate the advent of new competitors who appear to be quoting more advantageous prices than those of Canadian producers. For example, the total British imports in 1919 were 494,594 cwts., of which 202,903 cwts. came from Canada. In 1920 the supplies from Canada fell to 25,332 cwts., and to nil in the following year. In 1922, the total imports were 549,727 cwts., of which quantity only 517 cwts. came from Canada. During the last three years, Canadian manufacturers appear to have lost this business to the Netherlands, Switzerland, Czecho-Slovakia and the Serb-Croat-Slovene State. Imports from those countries in 1919 and 1920 were nil, whereas in 1921 and 1922 they were as follows:—

Netherlands, 1921 33,526 cwts., 1922 11,665 cwts.; Switzerland, 1921 33,322 cwts., 1922, 22,029 cwts.; Czecho-Slovakia, 1921 47,757 cwts., 1922 27,176 cwts.; Serb-Croat-Slovene State, 1922 48,332 cwts.

Of course, Norway continues to be the chief source of supply, that country having furnished 254,935 cwts., of the total British imports of 549,727 cwts. in 1922.

*Unenumerated Chemicals.*—Under the above heading a long table is published in the Board of Trade returns. During the war and until 1920, Canadian manufacturers were contributing on an increasing scale to the total annual imports. Purchases from Canada, however, declined from \$571,555 in 1918, to \$320,000 in 1919; to \$33,000 in 1920; to \$14,000 in the following year; and advanced again slightly in 1922, to \$27,000.

It is evident that trade depression in Great Britain has had a marked effect upon the imports, for in 1922 the total value was \$1,700,000 compared with \$15,000,000 in 1919. At the same time it must not be forgotten that the domestic production of chemicals has advanced enormously since the close of the war.

*Methyl Alcohol.*—The United States and Canada continue to be the chief sources from which Great Britain draws her supplies of methyl alcohol (not purified). Of the total imports of 350,026 gallons in 1922, the United States furnished 254,797 gallons, and Canada 92,537 gallons. The quantity imported from Canada in 1922, however, was 264,971 gallons less than in the year 1919. Extensive supplies were drawn from Germany in pre-war years, but only small consignments have come through since 1914.

*Formaldehyde.*—Canada has been very successful in her efforts to sell formaldehyde in Great Britain during recent years, but unfortunately the total imports of 1922 fell to 1,152,368 pounds from 4,172,802 pounds in 1920. At the same time imports from Canada were 511,966 pounds more in 1922 than they were in 1921. Apparently much of this trade formerly enjoyed by the United States is passing into the hands of Canadian producers.

## MARKET FOR BUTTONS AND STUDS IN ENGLAND

TRADE COMMISSIONER J. E. RAY

Manchester, June 4, 1924.—It has always seemed to the writer that Canadian manufacturers of certain types of buttons and studs might turn their attention to the British market for those commodities. It is well known that buttons and studs are manufactured on an extensive scale by British firms, both for domestic trade and for export, thus making external competition difficult except by such countries as have an advantage in the way of raw materials, or cheaper costs of production. At the same time, so large are the imports, that one is justified in contending that Canadian manufacturers should not find the

British market unapproachable so far as certain special types of buttons are concerned. It is a question of producing at competitive prices. During 1920 Canada exported to Great Britain buttons and studs valued at £530, but since that year the exports have fallen to practically nil. The total value of the imports of buttons and studs into the United Kingdom in 1922 was £487,575, of which Japan is credited with £221,091; Italy, £141,107; France, £67,932; the United States, £39,467; Germany, £39,190; Czecho-Slovakia, £29,237; and Switzerland, £5,242.

If Canadian manufacturers are interested, and will send samples and prices delivered Manchester, every opportunity will be made to interest buyers in the Manchester district.

### IMPORTS OF CANADIAN GOODS INTO NEW ZEALAND

Detailed statistics of the imports of Canadian commodities into New Zealand during the three months ended March 31, 1924, have been received from Mr. C. M. Croft, Acting Trade Commissioner at Auckland, N.Z. These statistics show that Canadian trade with New Zealand is increasing, the imports during the first quarter of this year being valued at £978,354 as against £672,564 in the corresponding period in 1923—an increase of £305,790. The total value of all imports during the first three months of this year was £11,829,831, as compared with £10,806,568 during the same quarter last year. In other words the total importations during the quarter ended March 31, 1924, were about 9·5 per cent greater than during the first quarter of last year, whereas the imports from Canada increased about 45·5 per cent.

The following are the principal increases and decreases for the period stated:—

**Increases.**—Fish, potted and preserved, £4,225; furs dressed or prepared, £1,312; furs made up into apparel, £1,244; boots and shoes, children's, £1,244; gum boots, £13,721; boots and shoes n.e.i., £8,982; cotton piece goods, £2,415; iron and steel, bar, bolt and rod, £3,352; bolts and nuts, £2,482; wrought iron pipes under 6-inch int. diameter, £3,751; metal manufactures n.e.i., £3,821; insulated cable and wire, £13,046; belting other than leather £2,543; Douglas fir, rough sawn, £15,796; oak, rough sawn, £3,841; Douglas fir, sawn and dressed, £1,236; doors and sashes, £1,716; woodenware n.e.i., £1,898; cardboard, pasteboard, etc., £2,199; books, papers and music, £1,958; sensitized surfaces, £1,322; pianos, £1,633; tires for motor bicycles, £1,309; motor vehicles, passenger, other than buses, £224,025; chassis for same, £7,195; chassis for lorries, trucks, vans and buses, £45,809; parts of motor vehicles, n.e.i., £9,190.

**Decreases.**—Apparel n.e.i., £6,277; fencing staples, £2,060; nails, other, £14,992; wire, copper, £2,914; wire fencing, barbed, £8,654; wire fencing, plain, £7,712; wire, iron, n.e.i., £10,643; electrical materials, £1,757; laths, £1,426; printing paper, £5,086; cameras, £3,097; calcium carbide, £1,451; perfumery and toilet preparations, £1,156; tires for motor vehicles, £33,550.

[A table detailing the imports into New Zealand from Canada during the quarter ended March 31, 1924, with the tariff preferences given, has been transmitted by Mr. Croft, and is available for interested Canadian firms on application to the Department of Trade and Commerce.]



## AUSTRALIAN WOOL CONDITIONS AND PROSPECTS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, Australia, May 20, 1924.—The Australian wool selling season which has just ended has been the most successful experienced in the history of the industry, and a great degree of prosperity has been the lot of the grower. It is estimated that the 1923-24 clip will yield upwards of £50,000,000.

Although the clip was not a large one—about 1,625,000 bales—all but 30,000 bales have been sold at prices which have yielded a highly satisfactory return. This unsold portion will be disposed of in the “clearing up” sales during the next month or so. Prices steadily advanced since the opening of the auction sales in September, at advances from 20 to 25 per cent on merino wools, from 35 to 40 per cent on comeback and fine crossbreds, 60 per cent on medium crossbreds and about 75 per cent on coarse crossbreds. Much of the success of the sales is attributed to an excellent selling organization comprised of selling brokers and growers which carefully regulates the offerings at the various sales.

It is anticipated in pastoral circles that with the small wool stocks held by manufacturers in the chief consuming centres and the favourable climatic conditions now prevailing throughout Australia, the 1924-25 clip on arrival at market in a few months will find eager buyers.

## AUSTRALIAN BEEF BOUNTY

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, May 20, 1924.—It has been officially announced that the bounty paid during the past two seasons by the Commonwealth Government on the export of beef is not to be renewed unless the industry becomes better organized in the direction of helping itself.

The bounty was allocated as follows: On live cattle exported between January 1 and December 31, 10s. (\$2.43) per head; on frozen beef slaughtered between February 19 and October 31 and exported before the end of the year,  $\frac{1}{4}$  d. ( $\frac{1}{2}$  cent) per pound; on canned meat slaughtered between March 1 and October 31  $\frac{1}{4}$  d. ( $\frac{1}{2}$  cent) per pound. The bounty on canned meat was calculated upon the weight of fresh beef employed. Last year the payments totalled £117,245 for beef and £5,521 for live cattle.

It is claimed that the depressed condition of the Australian industry has been brought about by the fierce competition from South America with its lower costs of production and the diminished demand for frozen beef in comparison with the chilled article. In consequence, a large proportion of capital employed in the industry is unremunerative owing to the inflated prices ruling during the war having encouraged the establishment of plants with greater capacity than necessary during normal times. The highest peak of Australian frozen beef exports was reached in the statistical year 1920-21 when the value was £3,819,841. It has since declined to one-fourth of that value. The depressed condition of the industry is reflected in the recent decision of the largest Australian freezing and exporting firm to relinquish the business.

## AUSTRALIAN MOTOR CAR IMPORTS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, Australia, May 20, 1924.—Figures compiled by a leading Australian motor journal show that during the calendar year 1923 the number of motor chassis imported into Australia totalled 56,157 of a f.o.b. value of £7,442,200. This constitutes a record so far as Australian motor imports are concerned.

Canada's participation in this trade is shown in the following list of the principal countries contributing to the requirements during the year:—

From	No. of chassis	Value
United Kingdom .. . . .	2,007	£ 905,162
Canada .. . . .	23,483	2,056,818
United States .. . . .	27,765	3 743,950
France .. . . .	1,189	265 226
Italy .. . . .	1,281	348,692
Germany .. . . .	56	20,566
Belgium (six months) .. . . .	100	30,702

Owing to the high duties on motor bodies, averaging about £60 each, only about 1,200 were imported—principally with the complete vehicle from the United States—but 46,851 were built in Australia during the year, the value of the output being £3,279,570.

Taking the average f.o.b. value of the bare chassis from England at £425, the United States at £107, and from Canada at £90, it is estimated that with the addition of the value of tires, mudguards, equipment, freight, duty, and Australian bodies, the total turnover of new cars in Australia during the year would be over £14,000,000 in value.

## AUSTRALIAN TRADE RETURNS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, May 20, 1924.—The recently issued statistics of Australian overseas trade for the first nine months—July to March—of the current financial year ending on June 30, 1924, show a total value of £201,406,943. Imports were £106,853,803 in value and exports £94,553,140, disclosing an adverse trading balance of £12,300,663. In comparison with the corresponding period of the previous year, imports increased by £7,448,216, but exports show very little change in value.

The increase in imports has been very general with the exception that in the apparel and textiles group a contraction of approximately £6,000,000 took place. Cotton and woollen piece goods and woollen yarns were mainly responsible for the reduction. Some of the most notable expansions in the imports were in commodities in which Canada is interested in exporting. The increase in the metal and machinery group was £7,299,618, of which increase motor chassis accounted for £2,870,076; motor bodies, £467,511; other vehicles and parts, £514,397; and agricultural implements, £166,311. Timber, mostly undressed, increased by £1,557,249; rubber manufactures by £588,981; tinned fish by £188,088; paper by £216,189; and pianos and parts by £476,736.

Of the total exports for the period (£94,553,140), wool contributed £48,629,015; wheat, £9,678,586; flour, £4,014,546; hides, £696,542; sheepskins, £2,493,020; rabbit and hare skins, £908,762; butter, £4,209,690; and meats,



£2,737,985. The country's dependence upon favourable seasons is clearly illustrated by the vital importance of these primary products to the national well-being.

The values of the Australian imports and exports, under general classifications, during the first nine months of the fiscal years 1922-23 and 1923-24 are appended for comparative purposes.

## AUSTRALIAN IMPORTS

	July to March, 1922-23	July to March, 1923-24
Foodstuffs of animal origin .. . . .	£ 1,220,856	£ 1,765,211
Foodstuffs of vegetable origin .. . . .	4,251,601	4,925,670
Spirituos and alcoholic liquors .. . . .	1,357,080	1,547,458
Tobacco and preparations thereof .. . . .	1,299,788	2,150,046
Live animals .. . . .	85,312	142,065
Animal substances, not foodstuffs .. . . .	689,876	1,113,137
Vegetable substances and fibres .. . . .	2,043,297	2,040,615
Apparel, textiles, etc. .. . . .	36,420,681	30,557,325
Oils, fats and waxes .. . . .	4,177,154	5,079,144
Paints and varnishes .. . . .	402,319	499,186
Stones and minerals, ores, etc. .. . . .	231,405	536,604
Metals, machinery, etc. .. . . .	25,316,805	32,616,423
Rubber and leather manufactures .. . . .	1,894,787	2,507,726
Wood and wicker manufactures .. . . .	3,268,685	4,905,978
Earthenware, chinaware, etc. .. . . .	1,708,092	1,869,442
Paper and stationery .. . . .	4,694,925	5,079,241
Jewellery and fancy goods .. . . .	1,799,053	1,931,729
Optical and surgical instruments .. . . .	875,565	1,111,332
Drugs and chemicals .. . . .	2,977,092	2,918,168
Miscellaneous .. . . .	4,667,756	3,504,174
Gold and silver .. . . .	23,458	53,129
Total .. . . .	£99,405,587	£106,853,803

## AUSTRALIAN EXPORTS

	July to March, 1922-23	July to March, 1923-24
Foodstuffs of animal origin .. . . .	£13,821,594	£ 8,027,056
Foodstuffs of Vegetable origin .. . . .	11,533,305	16,238,750
Spirituos and alcoholic liquors .. . . .	234,339	287,492
Tobacco and preparations thereof .. . . .	536,133	303,230
Live animals .. . . .	217,181	110,256
Animal substances not foodstuffs .. . . .	53,702,290	54,028,763
Vegetable substances and fibres .. . . .	732,563	855,103
Apparel, textiles, etc. .. . . .	633,811	540,070
Oils fats and waxes .. . . .	1,527,259	811,957
Paints and varnishes .. . . .	50,317	33,820
Stones and minerals, ores, etc. .. . . .	2,506,609	2,436,177
Metals, machinery, etc. .. . . .	3,933,037	4,554,919
Rubber and leather .. . . .	732,575	726,320
Wood and wicker manufactures .. . . .	873,655	1,048,131
Earthenware, chinaware, etc. .. . . .	79,544	91,270
Paper and stationery .. . . .	184,864	270,643
Jewellery and fancy goods .. . . .	161,201	164,271
Optical and surgical instruments .. . . .	114,881	137,692
Drugs and chemicals .. . . .	408,758	443,039
Miscellaneous .. . . .	481,184	712,898
Gold and silver .. . . .	2,342,399	2,733,140
Total .. . . .	£94,807,499	£94,553,140

## MARKET FOR CORDAGE IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, June 2, 1924.—Mexico grows many kinds of fibre which are suitable for the manufacture of rope and cordage, and some of these, such as sisal or henequen, are exported in large quantities. There are, in addition, numerous fibres which are known only in the domestic market, such as "lechuguilla," "palma," "zapupe," and "pita," and these form the basis of a considerable local industry. In many parts of the country, and notably at Torreon and San Luis Potosi, there are rope and cordage factories which are operated in a primitive manner, and manufacture a product which is sufficiently satisfactory to supply the bulk of the needs of the country for farm purposes, packing, etc.

The cordage of local manufacture is, however, of inferior quality as a general rule, and cannot be compared with that produced in Canada, the United States, or other exporting countries. Thus, where a high quality of rope is required, such as in mining, oil, and shipping operations, the imported article is usually preferred, and in fact is considered essential in the great majority of instances. For this reason, there has always been a considerable demand for imported rope, which will probably continue to increase.

*Origin of Imports.*—Prior to 1914, the United States supplied about 60 per cent of the total imports of cordage into Mexico, Great Britain 15 per cent, and Germany about 10 per cent, the remainder being divided between France, Spain, and other countries. With the change in world conditions consequent upon the Great War, the United States were able to increase their proportion, and it is probable that in 1920 they provided 90 per cent of the total; since that date consignments have been arriving from England, Germany, and other countries, but competition from these sources still remains a minor factor in the business, and the United States may be considered for practical purposes the only really important source of supply.

The imports of cordage from the United States for the last three years were as follows: 1920, 1,619,546 pounds, valued at \$422,570; 1921, 1,401,467 pounds, valued at \$267,408; 1922, 617,934 pounds, valued at \$120,570.

Of these imports, about 70 per cent is represented by manila, sisal or henequen, 18 per cent by cotton, and the balance is made up of jute and other materials.

*Nature of the Demand.*—The demand for imported cordage arises principally from the mining, oil, and transportation companies, although considerable amounts are purchased for general purposes, and most hardware stores stock it in smaller or greater quantities. With regard to the first named, mining operations are carried on in all the states of the Republic, with the exception of Campeche and Yucatán; the larger companies all have offices in Mexico City, and orders for cordage are usually placed from that point; a few make contracts for their requirements covering an extended period of time, and these are placed through representatives of foreign firms—others purchase only for their immediate requirements. The oil companies principally operate in the State of Veracruz, and the centre of supply for all classes of oil well material is Tampico, a port on the Gulf of Mexico; at this point cordage is somewhat cheaper than in the interior owing to the lower freight rates. So far as the general trade in cordage is concerned, orders are generally filled from stocks located at central points, there being very few retail houses which are in a position to buy in sufficient quantities to make it economical to obtain direct shipments from foreign manufacturers.



*Prices.*—The prices paid for imported cordage vary slightly from time to time, but may be taken as approximately 16 cents per pound for pure manila, and slightly lower for British manila, f.o.b. factory. One importer states that the average price for recent orders has been 38 cents United States currency per kilogramme for rope  $\frac{1}{2}$ -inch,  $\frac{5}{8}$ -inch, and  $\frac{3}{4}$ -inch in diameter; this equals 17.3 cents United States currency per pound. Delivery charges, including duty, amounted to an additional 30 cents United States currency per kg., or 13.3 cents United States currency per pound, a total of, say, 31 cents per pound, and 50 per cent is added to obtain the selling cost. In this case the retail price would figure out to 46.5 cents United States currency per pound.

Other retail quotations vary from \$1.60 Mexican currency per kg. upwards, depending upon size and quality, equal to a minimum of 37.4 cents per pound United States currency.

Rope of local manufacture is naturally much cheaper, and may be obtained from 75 cents Mexican per kg. (17 cents per pound). As pointed out above, however, this can hardly be said to compete with the imported product, and in fact it contains no manila, although sold under that name.

*Opportunity for Canadian Firms.*—Investigations indicate that there is a distinct opportunity for Canadian cordage manufacturers in Mexico, and the market is well worthy of detailed investigation. It would, however, be necessary for the initial shipment to be made on a consignment basis, as the Canadian product is not known in Mexico, and reputable importers who have been interviewed on the subject are unwilling to take the entire risk of the business at the beginning.

If, however, a Canadian exporter is satisfied that his product can compete in quality with that manufactured in the United States, and if he can sell at the prices mentioned above f.o.b. factory, the business appears to be one where the risks incident to consignment are reduced to a minimum. This is more particularly the case as shipment on this basis would only be required for the first order, which would be sufficient for the market to be tested out and the volume of the demand estimated.

The name of a prominent importer in Mexico City, who is prepared to go into the matter in detail, has been forwarded to the Department of Trade and Commerce in Ottawa, and may be obtained on application, quoting file No. T.C.-5-127.

*Duties.*—The duties on rope and cordage entering Mexico are as follows:—

Frac. No.

156	Cordage of cotton, aloë, hemp, and other similar fibres, when measuring 3 cm. (1.18 ins.) or more in diameter, 12 c. Mex. per gross kilo, equal to per pound Canadian currency .. . . .	2.73 cents
160	Rope and cordage, not more than 1 cm. (.4 ins.) in diameter, 20 c. Mex. per legal kilo. equal to per pound Canadian currency .. . . .	4.55 cents
161	Rope and cordage, more than 1 cm. and less than 3 cm. (1.18 ins.) in diameter, 15 c. Mex. Cy. per gross kilo equal to per pound Canadian currency .. . . .	3.40 cents

In addition, there is a surcharge of 12 per cent on the above duties for municipal and federal purposes. The charge for certification of consular documents is 5 per cent of the value of the invoice, which in the case of cordage would generally be paid by the importer. No preferences are granted under the Mexican tariff.

## THE DEVELOPMENT OF BRAZILIAN MARKETS

TRADE COMMISSIONER P. W. COOK

[The first of this series of reports, on "Finance and Economics," was published in Commercial Intelligence Journal No. 1054 (April 12, 1924); the second, on "Dried, Salted and Preserved Fish," in No. 1062; the third, on the "Wheat and Flour Situation," in No. 1063; and the fourth, on "Fresh Fruit and Vegetables: Malt," in No. 1064.]

### Preserved Fruits, etc., and Miscellaneous Groceries

In the first report of this series attention was called to the increase in the national industries of Brazil, and the packing or manufacture of foodstuffs is one that has progressed. Local products are now supplying a large part of the demand, and importation is correspondingly reduced. Statistics show that whereas, prior to the war, Brazil was largely dependent upon foreign packers and exporters for preserved comestibles, at the present time her total imports of preserved fruits, vegetables, jams, jellies, pickles, etc., are 25 per cent of pre-war (1913) quantities, demand having been largely overtaken by the ever-increasing number of national plants and factories, particularly in the Federal District and the State of Sao Paulo. But it is probable that for some years to come the finest qualities of foreign manufacture will continue to find a market.

#### PRESERVED FRUITS AND VEGETABLES

*Imports.*—1921, 387,000 kg.; 1922, 601,000 kg.

This trade seems to be wellnigh monopolized by United States packers. The biggest demand is for yellow cling peaches in 2-pound tins, twenty-four to the case. These are at present being sold at about \$4.05 U.S. per dozen. Cherries in 1-pound and 2-pound tins are also in good demand, and pears can be imported successfully if price is not too high. There is no market for canned apples, but there is a small import of dried apples in 25-pound cases.

As regards vegetables, sweet corn (maize) and tomatoes offer the best opportunity, although there is still a small import of beans and peas. French specialties in glass are in constant, but limited, demand. As in the case of preserved fruits, the most popular size is the 2-pound tin, twenty-four to the case.

#### JAMS AND JELLIES

*Imports.*—1921, 18,000 kg.; 1922, 24,000 kg.

Importation is limited almost entirely to English lines such as Brand's or Crosse & Blackwell's, which are still selling on the excellence of their reputation wholly to foreign residents at prices much higher than those of local products. Only specialties will find a market. Fruit pulp in semi-finished state, imported in large containers for sale to jam manufacturers when local fruits are out of season, or to improve the quality of the national jams, might possibly find a market.

#### SAUCES, PICKLES, AND RELISHES

This item is not classified separately in the customs tariff. The local industries are extensive, but as yet their production cannot be said to have reached a high standard of excellence, although improvement is steady. There is still a fairly strong import and most well-known English and United States makes are on the market. Lea & Perrin's sauce is sold everywhere, but the largest sales are probably of tomato chutney, tomato catsup, and the well-known Swiss relish "Maggi." First-quality Canadian pickles and relishes, if comparable in price, should find a small market and one which is capable of development.



## OATMEAL

In 1921 imports of flours and meals unenumerated, but not including corn or wheat flour, were 110,000 kg.; and in 1922, 492,000 kg.

In spite of the recent establishment of a national factory producing package oats, the imported article appears to be fairly holding its own. A Porto Alegre firm, however, is at present selling wholesale at 2\$400 per kilo tin, while the imported article is 3\$200; thirty-six tins to the case.

The greater part of the importation is Quaker oats, which owes its favoured position largely to established reputation and wide advertising. There is a small import of corn flour, amounting in 1921 to 53,597 kilos and in 1922 to 85,168.

## TEA

The average import of tea is about 250,000 kilos annually. Brazil is essentially a coffee-drinking country, but the consumption of tea is steady, although small per head of population. Local production is making little headway. Lipton's is apparently the most popular brand, and is imported in 25-kilo cases, No. 1 quality selling at 30\$000 per kilo, and some other teas of repute are sold. Shipments of a well-known brand of Canadian tea reached Brazil some years ago, and this trade might (with a little difficulty) be revived.

## CONDENSED MILK

*Imports.*—1921, 262,000 kg.; 1922, 627,000 kg.

Imports for the previous seven years averaged about two million kilos. Nestle's is well sold, although the United States had a large share of the market during the war years. The present wholesale price (Nestle's) is 133\$000 per case of forty-eight tins. A Sao Paulo firm, however, is selling condensed milk of its own make at 68\$000 per case of forty-eight tins.

Evaporated milk is said not to keep well; the heavier condensed milk containing a percentage of sugar as a preservative is safer.

The sale of milk powder has been attempted without success, and it is stated that the damp climate of Brazil rapidly induces mould and decomposition.

## TABLE SALT

This item is not classified separately in the customs returns, but there is a steady importation. The Cerebos Company at present controls the market; their ubiquitous salt shakers are to be found in most clubs, hotels, and restaurants. The demand is established for a fine-running table salt in glass or metal containers, the usual size being 1½ pound, sold wholesale at 30\$000 per dozen, forty-eight to the case. A German salt, Webecco, is imported in kilo jars twelve to a case, sold wholesale at 42\$000.

There is no reason why Canadian table salt should not be established in Brazil, but the trade questions the use of carton containers for shipment through the tropics, as it is affirmed that salt in this package is liable to discolouration. There is reason to believe that Canadian prices compare favourably with the brands at present on the market. There are several firms or representatives who would doubtless undertake the introduction of Canadian salt, provided a certain amount of assistance were afforded in advertising.

## CHEESE

*Imports.*—1921, 66,000 kg.; 1922, 178,000 kg.

Importation of cheese is on the whole diminishing, and it would be hardly worth while to attempt this market. Argentina is by far the greatest source of supply, although there is a restricted demand for French and Swiss cheeses such as Roquefort, Gorgonzola, Gruyere, and Camembert.

## SWEETS AND BISCUITS, ETC.

Importation is no longer possible except in very small quantities to meet the diminishing demand of a small section of the foreign population. Generally speaking, transportation charges and duties make the prices of imported sweets and biscuits about four times those of local products, and the difference in quality is not such as to justify this disparity in price.

Baking powder is another line in which national production is increasing. For many years the Royal has been well sold, but it would hardly be worth while to attempt the introduction of other brands.

## BEVERAGES

Brewing is one of Brazil's major industries, so that the import of beer is no longer possible except (in small quantities) of world-famous brands.

Canadian whisky is well and favourably known in Brazil, as is Canadian grape juice. Sales of the latter are capable of very considerable development. Canadian grape juice manufacturers interested should not hesitate to submit samples and prices, preferably on cases of the 4-dozen pint size.

Local production of all types of soft drinks has limited importation to a few world-famous brands which are sold retail at very high prices.

## LABELLING OF CONTAINERS

Foodstuffs are subjected to strict inspection in the Custom House, but it is as yet unnecessary that labels should be in Portuguese. A new law, however, is in consideration whereby additional labels must be attached (prior to sale) indicating, as far as it is possible in Portuguese, the nature of the contents, the name and address of the packer, and the net weight in grammes. The details of this new law have not yet been decided on. Original labels, however, should be in English on account of the prestige which attaches to foreign products. Generally speaking, the attractiveness of the label and make-up of the container form a decided factor in the success of imported foodstuffs.

## REPRESENTATION AND ADVERTISING

The market for imported groceries is limited to the cities of Rio de Janeiro and Sao Paulo, and to a number of the larger towns which obtain their supplies by transshipment from the first-named city.

This is essentially a jobbing trade, and many of the importers are also retailers. Canadian shippers may therefore either arrange that a large jobbing house shall become their direct representatives or appoint a resident agent, to sell on commission against sample to both jobbers and retailers. The majority of houses engaged in this trade are well established, and as their number is limited, little risk attaches to transactions. This office has recently received several inquiries for samples and prices on Canadian canned products. Payments are usually at sixty days' sight.

The value of definitely establishing the reputation of a trade mark or brand is certainly not less in Brazil than elsewhere, and is best effected by judicious advertising. At present exchange the advertising rates of the Brazilian and weekly English press are not heavy. Shop display cards, either in Portuguese or having a Portuguese overlabel, are almost essential.

Prior to instituting any steady trade, trade marks should be protected by registration in the Brazilian Patent Office, regarding which further information may be had upon application to the Department of Trade and Commerce, Ottawa.



## DUTIES AND TARE ALLOWANCES

Duties are assessed in milreis, 60 per cent gold and 40 per cent paper, as under. In addition there is a 2 per cent port tax and minor charges for stamps, etc. The Brazilian gold milreis (1,000 reis) has a value of 54½ cents. The paper milreis, at the present rate of exchange, is worth about 11 cents. The 2 per cent port tax is levied entirely in gold. It is not an ordinary ad valorem tax, but is levied on a valuation fixed by the customs tariff. Kilo (1,000 grammes) equals 2.2 pounds.

	Reis per kilo.	
(91) Fruits of all kinds, preserved in spirits, syrup or jelly .. . . .	1200	
Fruits in sugar, crystallized, without juice or candied .. . . .	2000	
Fruits in barrels or cases, tare allowance .. . . .		10%
In tins, bottles, wood or cardboard containers .. . . .		gross
(The foregoing includes jams, jellies, sauces, pickles, relishes, etc.)		
(58) Milk, preserved, condensed or sterilized, or otherwise prepared, including Glaxo.. . . .	500	gross
(97) Flour of maize, oats, barley, or rye .. . . .	300	
In glass containers up to 500 grammes, tare allowance .. . . .		40%
" glass containers of 500 grammes to 2 kilogrammes, tare allowance .. . . .		30%
" glass containers of more than 2 kilogrammes, tare allowance .. . . .		20%
" boxes or cases, tare allowance .. . . .		20%
" tins, sacks, or other containers .. . . .		gross
(213) Salt, common or cooking (coarse) .. . . .	30	
common or cooking (pure) .. . . .	100	
In glass containers, 125 to 500 grammes, tare allowance .. . . .		50%
" glass containers 500 grammes to 2 kilogrammes, tare allowance .. . . .		40%
" glass containers 2 kilogrammes to 4 kilogrammes, tare allowance .. . . .		20%
" tins, tare allowance .. . . .		5%
" cartons or wood containers .. . . .		gross
(110) Tea .. . . .	3000	
In wooden cases of up to 10 kilogrammes, tare allowance .. . . .		32%
" " 20 " " .. . . .		26%
" " 30 " " .. . . .		25%
" " 50 " " .. . . .		23%
" double cases, i.e., cases containing small containers, tare allowance .. . . .		33%
" tins, tare allowance .. . . .		18%

Tare allowance of tea in wooden cases includes weight of small tins of lead, zinc, or tin plate, or wrappers of straw or cloth, or small boxes of any other class.

## TIMBER OUTLOOK ON THE LONDON MARKET

There are indications that conditions in the London softwood trade will show considerable improvement in the near future, says the London *Times Trade Supplement*. The market has been choked with heavy stocks since 1923, but signs are not wanting that supplies and demand will soon be in closer relationship. So far as the hardwood market is concerned, inquiries for mahogany logs in second hands are most plentiful, and the revived interest in this direction points to a greater willingness on the part of consumers to subscribe to the higher quotations necessitated by the recent advance in first-hand costs, and, apart from the better prospects for improved business in the near future, the actual turnover in solid logs indicates more active buying. In plywood a steady demand is maintained, some large parcels of birch and alder having realized satisfactory prices. Birch plywood receives a considerable amount of attention, and importers and merchants generally seem well pleased with the state of affairs. A number of inquiries have come on the market, and in most cases good business has resulted.

## MARKET FOR LARD AND EDIBLE FATS IN THE DOMINICAN REPUBLIC

TRADE COMMISSIONER J. CORMACK

Kingston, Jamaica, June 13, 1924.—Information has been submitted to this office by H.B.M. Chargé d'Affaires in the Dominican Republic indicating openings in that country for trade in Canadian edible fats and packing house products.

*Lard.*—In 1922, 1,694,605 kilos of lard to the value of \$526,152 were imported, and in 1921 imports amounted to 1,560,968 kilos to the value of \$541,871. Over 99 per cent of the lard imported comes direct from the United States, and the small balance remaining from Porto Rico. Most of the large Chicago packing firms sell their brands of lard upon this market in 5-pound containers. Under paragraphs 906 and 907 of the Dominican Customs Tariff, lard of pork and lard substitutes pay duty at the rate of \$6 per 100 net weight kilos.

*Edible Fats.*—With the exception of lard, these are included in the Customs returns under the heading of margarine. During 1923, 81,098 kilos of margarine and butter substitutes to the value of \$23,701, and during 1922, 33,868 kilos to the value of \$11,995, were imported into the Dominican Republic. During 1923, about two-thirds of the margarine imported was of Dutch origin, and most of the remaining third of American, while in 1922 Holland and the United States divided this trade equally. Margarine is sold upon this market chiefly in  $\frac{1}{2}$ -pound, 1-pound, and 5-pound tins. Under paragraph 1026 of the Dominican Customs Tariff oleomargarine and butter substitutes must pay a duty of 10 cents per net weight kilo.

*Importing Houses.*—Accompanying this report is a list of the principal importers in the Dominican Republic, of the commodities dealt with. Canadian exporters wishing to be supplied with list may obtain same on application to the Department of Trade and Commerce, Ottawa (quoting file No. T.C.-5-110).

## BUSINESS CONDITIONS IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, June 5, 1924.—The value of the franc in terms of the pound sterling and dollar is still the principal factor regulating trade conditions here. The month of May opened with the Canadian dollar worth 18.20 francs and closed at 21.35. The average rate for the month was 20.15 francs. The pound sterling opened at 82 francs and closed at 94.60. On the other hand the French franc which opened at 120.50 francs for 100 Belgian francs, dropped to 116.80 francs at the close of the month. After the close of the month, the Canadian dollar jumped to 22.80 francs and the pound sterling to 100 francs. The general feeling is that a further weakening in the franc is to be expected.

The month has shown a slight improvement in export trade, but the general volume of orders both from home and abroad is small. German competition is still asserting itself. Even in the face of the improved foreign exchanges, the consumer remains undecided. The *Echo de la Bourse* states that the Belgian industrials fear the effect of a proposed new Belgian loan in United States at a high rate of interest.



The stock exchange has been quiet over the past month. During May the number of companies which issued proposals for an increase of capital was abnormal. Money, however, has remained easy and plentiful.

*Canadian Shipments.*—May arrivals from Canadian ports included 11,434 tons and 5,437,520 bushels of wheat; 534,530 bushels of oats; 1,555 bales of hops; 518 boxes of meats; 695 boxes of lard; 735 parcels of frozen meats; 2,175 parcels of woodpulp; 600 cases of whisky; 237 boxes of cheese; 125 barrels of Quaker oats; 10,098 cases of canned salmon; 390 tons of ores; 7,232 pieces of copper; 1,599 sacks of flour; 600 boxes of dried apples; 324 cases of agricultural implements, and 680 bales of jute.

## ECONOMIC CONDITIONS IN THE NETHERLANDS

TRADE COMMISSIONER FREDERICK H. PALMER

Rotterdam, June 7, 1924.—The situation in Holland is regarded by representatives of the larger Dutch business interests, as continuing to show improvement—a condition that is likely to continue provided “stability” can be secured in Germany, with all that the word implies. The strike of long standing in the textile industry has been settled, and the latest reports show that nearly half of the men are back at the mills. Grain and ore shipments, bulk cargoes, for transshipment to Germany, continue to increase and considerable coal is arriving at Rotterdam for re-export. Iron ore is also arriving in quantities sufficient to maintain activity at that port.

Building and road maintenance work is proceeding at a good rate, and in these trades it has been found necessary to secure special permission from the Department of Labour to work overtime. There is by no means any shortage of labour, but the number of unemployed registered is still decreasing.

*Agriculture.*—Despite an unusually long and cold spring, the remarkable weather Holland has experienced since April 15 has been favourable for all crops. There have not been any frosts since the green foliage commenced to show, nor since the blossoms appeared and, as far as can be told at this early date, everything points to excellent crops. The first crop of hay is being taken off now, and while it is not high, it is of fairly heavy growth. Exports of all kinds of new vegetables, and in fact of all foodstuffs, particularly eggs, continue to be made in great volume to Germany.

*Financial.*—The outstanding feature of the month was the passing of a measure by the Lower House of the Staatsgeneral to loan 5,200,000 guilders to the Royal Dutch Lloyd Steamship Co., which operates passenger and freight vessels between Amsterdam and South American ports.

The bank note circulation of the Nederlandsche Bank continues to decline, although irregularly, and for the first time since August, 1923, their portfolios contained no paper of the Dutch Exchequer, the last 13 million having been taken up when the Government paid into the bank some of the proceeds of the 40 million dollar loan recently floated in New York.

*Foreign Trade.*—During April the exports from and imports into Holland were valued at 136 and 189 million guilders respectively, as compared with 132 and 187 million in March and 97 and 170 million guilders during April, 1923.

## SOUTH AFRICA'S EXPORTS

The details of shipments of products from Cape Town during the three months ended December 31, says the *London Times Trade Supplement*, show that South African goods were shipped to eighteen different countries—Great Britain, Australia, Germany, France, Holland, Belgium, Mauritius, Italy, the United States, Straits Settlements, Japan, New Zealand, Brazil, St. Helena, British East Africa, Ascension, Canada, and Denmark. In some cases the exports were only very small; for instance, Denmark took 19 gallons of wine; Japan took 84,800 pounds of asbestos. Flowers figure in the exports to several countries, Britain taking 713 pounds besides 911 pounds of flower bulbs, Australia 2,812 pounds of flowers, Germany 19,410 pounds and Holland 820 pounds of flower bulbs.

Britain, which was the largest customer, took over 8,000,000 pounds of fruit, 1,398,516 pounds of wool, 1,921,726 pounds of hides, 1,106,439 pounds of asbestos, 88,800 pounds of lead ore, 2,814 pounds of mica, nearly 50,000 pounds of canned crayfish, 25,574 pounds of buchu, 30,000 pounds of tinned fish, etc. The consignment of mica, although only weighing 2,814 pounds, was far from being the least valuable.

Australia's principal imports were: maize, 9,513,885 pounds; fish, fresh and smoked, 571,000 pounds; crayfish, 14,090 pounds; asbestos, 207,000 pounds; fruit, 116,000 pounds; and tobacco, 3,800 pounds. It also took 1,932 pounds of buchu.

Germany's chief purchases were: asbestos, 236,798 pounds; wool, 334,641 pounds; wine and spirits, 115,973 gallons; and tobacco, 73,707 pounds; also fair quantities of crayfish, calabash bowls, fruit, flowers, and herbs. Mauritius, with 100,011 gallons of wine and spirits, was the only country to rival Germany for the quantity imported of these liquors.

The United States took 910,878 pounds of skins, but no wool; asbestos, 252,843 pounds; fluorspar, 453,029 pounds; buchu, 20,738 pounds; and crayfish, 2,400 pounds; also quince seeds, ostrich skins, and wax.

## SUBSIDIZING SPANISH INDUSTRIES

A despatch from the Madrid Branch of the Anglo-South American Bank quotes a Royal decree published on May 2, the chief object of which is to provide protective measures for the national industries of Spain. The decree contains certain stipulations under which Spanish enterprises may, during a period not exceeding three years from the date of issue of the decree, apply for Government subsidies and other assistance, and these apply to (a) entirely new industries, (b) those industries whose output is considered insufficient, and (c) industries operating in the Spanish export trade. The decree contains certain stipulations as to what constitutes a Spanish enterprise for the purpose of obtaining assistance under the measure, it being necessary, for instance, that two-thirds of the directorate of a company should be Spaniards and that at least 75 per cent of the capital be held in Spanish hands.

Authority is given under the decree for loans to be made through the official Banco de Credito Industrial; for the guaranteeing of interest on capital invested; and for the subsidy of enterprises engaged in the export trade. Further advantages contained in the measure are (1) reduction in taxation; (2) exemption of payment of import duties during a maximum period of five years on material unobtainable in Spain and required for Spanish enterprises; (3) exemption from import duties on machinery not manufactured in Spain but



required by Spanish enterprises. A limit of 150 million pesetas is fixed for the total amount of loans which may be made to Spanish industries, while the interest guaranteed on capital invested is 5 per cent for eight years, although, in the latter connection, the maximum amount available is fixed at 10 million pesetas per annum.

The Government aid provided by this measure is not applicable to Spanish exporting companies in general, and, moreover, the special subsidies granted to such companies as are assisted are not to exceed an annual total sum of 15 million pesetas during a period of eight years. The National Economic Council is to render a report to the Government within two months embodying a scheme to assist and protect Spanish export trade on the basis of the present decree.

An addendum to the decree provides for the importation, free of customs duties, of machinery which was en route for Spain on the date of publication of the decree (May 2), provided that such machinery is intended for the purpose of setting up new or improving existing industries, although satisfactory proofs in this connection must be furnished.

### PAPER CONTAINERS AS A FREIGHT SAVER

Apart from the initial saving of package weight by the use of a paper receptacle in place of a metal, glass, or earthenware one, an even greater saving in railway charges can be secured by the user of that form of paper container known commercially as the fibreboard packing case, writes P. E. Verstone in the *London Times Trade Supplement*. It is now generally accepted that the original reason for the adoption of the paper container for railway transit was its cheapness in comparison with the wooden case. Directly the Railway Clearing House recommended its inclusion in the merchandise classification, several manufacturers proceeded to develop these fibreboard packing cases until now they can be said to be not only cheaper but stronger and more adaptable.

Various kinds of these containers are now marketed. They are used extensively, and not only for the delivery of tins and jars packed with food and other commodities, but for holding the different round and square paper containers similarly packed. Two varieties of fibreboard are used for packing cases—the solid and the corrugated—each of which offers many opportunities for different shapes to suit all kinds of contents. Most of them are collapsible when not in use, which is also a considerable advantage to the packing house, and no other form of packing case presents such an excellent surface for effective advertising.

One of the most popular kinds of packing case is that which has wooden frame ends. Its most convenient size is that which holds thirty-six 1-pound jam containers, the case having two fibreboard trays, each holding eighteen containers. A sheet of fibreboard is placed between the two layers of containers, and when ready for closure another sheet of board is placed on the top layer. The trays are easy to lift out of the packing case by means of the tape bands attached. It is stated that a fibreboard case like this was packed with 36 pounds of marmalade and shipped from London to New York as ordinary freight. Though opened by the American Customs officials and not properly refastened, it returned in good condition with the marmalade intact after a 6,000-mile journey.

## TENDERS INVITED

## New Zealand

Copies of drawings and specifications have been received from Mr. C. M. Croft, Acting Canadian Government Trade Commissioner at Auckland, for equipment for the Public Works Department, and the Post and Telegraph Department, Wellington. These specifications and drawings are open for inspection at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, and the Stores Manager, Post and Telegraph Department, Wellington, in accordance with these specifications.

## PUBLIC WORKS DEPARTMENT: MANGAHAO POWER SCHEME

No.	Date of closing	Particulars
S.M. 202-205	Sept. 2, 1924	Seven single-phase transformers, 1,500 K.V.A. (each), (oil including 25 per cent spare gallons); 2 spare H.T. terminal bushings; 4 spare L.T. terminal bushings. 2 three-phase arresters; 2 sets of spares; 2 poles for Johnstone clamps. Four three-phase air-brake switches; insulator, post and strain; 2 sets of choke-coils; clamps and connectors; 2 galvanized steel structure spares as specified. One 4,500 K.V.A. main transformer panel; two K.V.A. hour and K.W. hour meter panels; two 15 K.V.A. service transformer panels; one 1,500 K.V.A. main transformer panel.

## POST AND TELEGRAPH DEPARTMENT

Indent 6189	Sept. 2, 1924.	50 reams backing sheets, linen lined, 13 in. x 8½ in.
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FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING  
JUNE 23, 1924

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 23, 1924. Those for the week ending June 16, 1924, are also given for the sake of comparison.

		Parity	Week ending June 16, 1924	Week ending June 23, 1924
Britain . . . . .	£	1.00	\$4.3959	\$4.3897
France . . . . .	Fr.	1.	.0564	.0542
Italy . . . . .	Lire.	1.	.0440	.0439
Holland . . . . .	Florin.	1.	.3800	.3806
Belgium . . . . .	Fr.	1.	.0491	.0469
Spain . . . . .	Pes.	1.	.1370	.1364
Portugal . . . . .	Esc.	1.	.0285	.0274
Switzerland . . . . .	Fr.	1.	.1798	.1802
Germany . . . . .	Mk.	1.	.....	.....
Greece . . . . .	Dr.	1.	.0175	.0177
Norway . . . . .	Kr.	1.	.1375	.1367
Sweden . . . . .	Kr.	1.	.2701	.2696
Denmark . . . . .	Kr.	1.	.1718	.1714
Japan . . . . .	Yen	1.	.4147	.4180
India . . . . .	R.	1.	.4892	.4890
United States . . . . .	\$	1.	1.0165	1.0146
Mexico . . . . .	\$	1.	.4892	.4882
Argentina . . . . .	Pes.	1.	.3313	.3307
Brazil . . . . .	Mil.	1.	.1082	.1112
Roumania . . . . .	Lei	1.	.....	.....
Jamaica . . . . .	£	1.	4.4020	4.3872
British Guiana . . . . .	\$	1.	1.	1.
Barbados . . . . .	\$	1.	1.	1.
Trinidad . . . . .	\$	1.	1.	1.
Dominica . . . . .	\$	1.	1.	1.
Grenada . . . . .	\$	1.	1.	1.
St. Kitts . . . . .	\$	1.	1.	1.
St. Lucia . . . . .	\$	1.	1.	1.
St. Vincent . . . . .	\$	1.	1.	1.
Tobago . . . . .	\$	1.	1.	1.
Shanghai, China . . . . .	Tael	1.	.7433	.7331
Batavia, Java . . . . .	Guilder	1.	.3644	.3652
Singapore, Straits Settlement . . . . .	\$	1.	.5180	.5167



## TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, PETERBOROUGH, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, STRATFORD, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, VANCOUVER AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

### Foodstuffs

765. SUGAR.—A manufacturers' agent in Argentina wishes to represent a Canadian exporter of sugar.

766. FISH AND MEAT.—A firm in Genoa are anxious to act as commission agents for Canadian exporters of codfish, salmon, and frozen beef.

767. MEATS.—A firm in Milan wish to act as agents or buy direct from Canadian exporters of canned and frozen meats.

### Miscellaneous

768. LEATHER.—A Leicester firm would be glad to hear from Canadian manufacturers of leather to be used for the making of boots and shoes; agency sought.

769. HIDES AND SKINS; FURS; LEATHER.—A firm in Milan are desirous of being placed in touch with Canadian manufacturers and exporters of hides and skins, furs, and leather.

770. LEATHER, ETC.—A firm in Naples are desirous of securing the exclusive agency of Canadian manufacturers of leather for all purposes, high-class boots and shoes, furs, and to open up business connections with exporters of hides and skins and wood-pulp.

771. WOOD-PULP.—A firm in Rome are willing to represent Canadian exporters of wood-pulp.

772. WOOD-PULP; CELLULOSE.—A firm in Turin are anxious to communicate with Canadian exporters of wood-pulp and cellulose.

773. WOOD-PULP, ETC.—An old-established firm in Genoa are desirous of acting as agents for Canadian suppliers of wood-pulp and other raw materials for industrial purposes.

774. RAW MATERIALS.—An old-established firm in Turin are anxious to communicate with Canadian producers of raw materials for paper and textile industry; wood-pulp.

775. WOOD-PULP; CHEMICALS.—A firm in Milan would like to communicate with Canadian firms dealing in wood-pulp and chemicals.

776. WOOD-PULP; PAPER; CODFISH.—A firm in Milan wish to be placed in connection with Canadian exporters of codfish; also wood-pulp and paper, especially newsprint.

777. CHEMICALS.—A Manchester firm are open to purchase all kinds of dyestuffs, chemicals, colours, etc.

778. CHEMICALS.—A firm in Turin are willing to open up business connections with Canadian exporters of raw material for paper, cotton, and tanning industries.

779. HEAVY CHEMICALS; MINERALS AND METALS.—A firm in Milan are anxious to communicate with Canadian exporters of heavy chemicals, minerals and metals, and to act as their agent on a commission basis.

780. PAPER.—A firm in Naples are anxious to act as representatives or commission agents for Canadian producers of paper, especially newsprint and high-grade paper.

781. PAPER.—A Manchester firm are always open to receive quotations on paper of all kinds, including index cards, cover papers of all kinds, and printing papers, white and coloured.

782. PAPER.—A firm in Milan wish to be placed in touch with Canadian manufacturers of paper such as tissue and crepe paper, also wallpaper.

783. WALLPAPER.—A firm in Milan are desirous of securing the exclusive agency for Canadian exporter of wallpaper, and would be pleased to act as their buying agents.

784. PAPER.—A firm in Naples are willing to represent in Italy, Canadian manufacturers of paper.

785. PAPER.—A firm in Rome wish to communicate with Canadian exporters of stationery.

786. STATIONERY SUPPLIES.—An old-established firm in Milan desire to hear from Canadian manufacturers of stationery supplies.

787. RUBBER GOODS.—A well-known firm in Milan are desirous of acting as wholesale agents for Canadian manufacturers of rubber boots and shoes.

788. RUBBER GOODS, BELTS, ASBESTOS.—A firm in Milan desire to negotiate with Canadian firms interested in the exportation of their products, such as rubber articles for technical appliances, belts, and asbestos.

789. IVORY BUTTONS.—A button manufacturer in Milan, Italy, wants to import the raw material.

790. WIRE NAILS.—A firm at Burton-on-Trent would be pleased to receive quotations from Canadian manufacturers of wire nails. Quotations should be c.i.f. Liverpool or Manchester.

791. LUMBER.—An old-established firm in Genoa are willing to open up business connections with Canadian firms exporting lumber.

792. ASH LOGS.—A London company manufacturing furniture ask to be placed in touch with responsible Canadian sawmillers or exporters who can supply ash logs.

793. FLAX FIBRE.—A Belfast firm of high standing would be glad to get in touch with some reliable Canadian exporters of fibre flax, either to buy direct or on consignment.

794. FLAX.—Established Dundee firm would be pleased to be put in touch with Canadian producers of flax. As largest flax merchants in the trade, they are well equipped to give best services.

795. FISH, FLOUR, ETC.—A firm in Paramaribo, Dutch Guiana, are desirous of representing Canadian exporters of fish; Halifax hake, haddock, canned salmon, sardines, cotton seed oils, barrel salmon (whole), alewives, slivers. Also flour, hard wheat patent in bags (white cotton) of 98 and 196 pounds net.

## CLASSES OF PORK AND BEEF EXEMPTED FROM DUTY IN NEWFOUNDLAND

Referring to the notice in *Commercial Intelligence Journal* No. 1060 (May 24, page 620), the following further information has been received as to the classes of pork and beef which have been exempted from duty in Newfoundland. The tariff items in question with the former rates of duty are as follows: beef, when salted in barrels, including duty on package, per barrel, \$1; pork in barrels and half barrels, viz: mess, family, prime mess, rump, extra prime bean, clear butt and ham, including duty on package, per barrel, \$1.50; belly pork, or family mess or loin pork, including duty on package, \$1.50; belly pork, or articles are also exempted from the sales tax of 5 per cent.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.



## LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act. (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act Consolidation, (Price, 10 cents). Inspection and Sale Act. Inspection of Water Meters Act (d). Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d).

### MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price, 5 cents.)  
Annual Report of Board of Grain Commissioners for Canada. (Price, 10 cents.)  
Annual Report of Weights and Measures, Electricity and Gas (d). (Price, 5 cents.)  
Canada-West Indies Conference (1920). (Price, 25 cents.)  
List of Licensed Elevators, etc. (Price, 25 cents.)  
Patent Office Record (Weekly) (a).  
Dominion Grain Research Laboratory (1920).  
Grain Inspection in Canada (1914). Price, 25 cents.)  
Motion Pictures, Catalogue of.  
Rules and Forms of the Canadian Patent Office (a).  
Electrical Standards and their application to Trade and Commerce (b).  
Final Report of the Fuel Controller (1919).

### PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (c)

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.  
Chinese Markets for Canadian Products (1919). (Price, 25 cents.)  
German War and Its Relation to Canadian Trade (1914). (Price, 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price, 25 cents.)  
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price, 25 cents.)  
Packing for Overseas Markets (1922). (Price, 25 cents.)  
Preferential Tariffs of British West Indies (1922). (Price, 25 cents.)  
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916). (Price 25 cents.)  
Representation in British and Foreign Markets (1923). (Price 25 cents.)  
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). Price, 25 cents.  
Republic of Peru: Its Development and Commercial Opportunities (1923). (Price 25 cents.)  
Russian Trade (1916). (Price, 25 cents.)  
Trade after the War (1916). (Price, 25 cents.)  
Timber Import Trade of Australia (1917). (Price, 25 cents.)  
Trade between Canada and the British West India Colonies (1920). (Price, 25 cents.)  
Trade of the New Countries of South-east Europe (1921). (Price, 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price, 25 cents.)  
Trading with Egypt (1921). (Price, 25 cents.)  
Trade with Greece (1921). (Price, 25 cents.)  
Trade with South China (1918). (Price, 25 cents.)  
Trading with Spain (1920). (Price, 25 cents.)  
Trading with Switzerland (1922). (Price, 25 cents.)  
Toy Making in Canada (1916). (Price, 25 cents.)  
West Africa and Its Opportunities for Canadian Trade (1921). (Price, 25 cents.)

### PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list, see note (c).

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director Weights and Measures Service, Ottawa. (e) Applications should be addressed to the Commercial Intelligence Service, Ottawa.

## COMMERCIAL INTELLIGENCE SERVICE

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

### CANADIAN TRADE COMMISSIONERS

#### Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires, *Cable Address, Canadian.*

#### Australia

D. H. Ross. Address for letters—Box 140 G. P. O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

#### Belgium

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

#### Brazil

P. W. Cook. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

#### British West Indies

H. R. Poussette. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana, Porto Rico and Venezuela). *Cable Address, Canadian.*

James Cormack, 17 Port Royal street, Kingston, Jamaica. (Territory covers Jamaica, Cuba, Hayti, San Domingo, Central American States, Colombia, Bermuda and the Bahamas). *Cable address, Cantracom.*

#### China

J. W. Ross. Address for letters—P.O. Box 300. Office—Laidlaw Building, Szechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

#### Denmark

B. S. Webb, Raadhuspladsen 45, Copenhagen. *Cable Address, Canadian.* (Territory covers Denmark, Norway, Sweden and Finland.)

#### France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

#### Germany

L. D. Wilgress, Raboisen 8, Hamburg 1. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

#### Holland

F. H. Palmer, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

#### India and Ceylon

H. A. Chisholm, P.O. Box 2003, Calcutta. *Cable Address, Canadian.*

#### Italy

W. McL. Clarke, Via Carlo Cattaneo 2, Milan. *Cable Address, Canadian.*

#### Japan

A. E. Bryan, Address for letters, P.O. Box 230; office, 504 Osaka Shosen Kaisha Building, Kobe. *Cable Address, Canadian.*

#### Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

#### New Zealand

C. M. Croft, Acting Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

#### South Africa

R. S. O'Meara, Acting Trade Commissioner, P.O. Box 683; office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

#### Straits Settlements

A. B. Muddiman, P.O. Box 121, Singapore. (Territory covers Straits Settlements, British Borneo, Netherlands East Indies, and Siam.) *Cable Address, Canadian.*

#### United Kingdom

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Ireland.) *Cable Address, Cantracom.*

#### United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

### CANADIAN COMMERCIAL AGENT

#### Australia

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

### SPECIAL CANADIAN REPRESENTATIVES

#### United Kingdom

Lucien Pacaud, Secretary to the Office of the High Commissioner for Canada in London, Kinnaird House, Pall Mall East, London, S.W.1, England. *Cable Address, Dominion, London.*

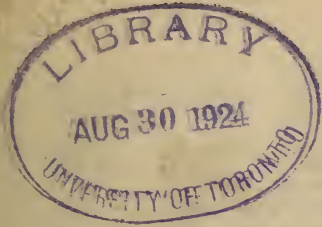
#### France

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

#### United States

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.





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